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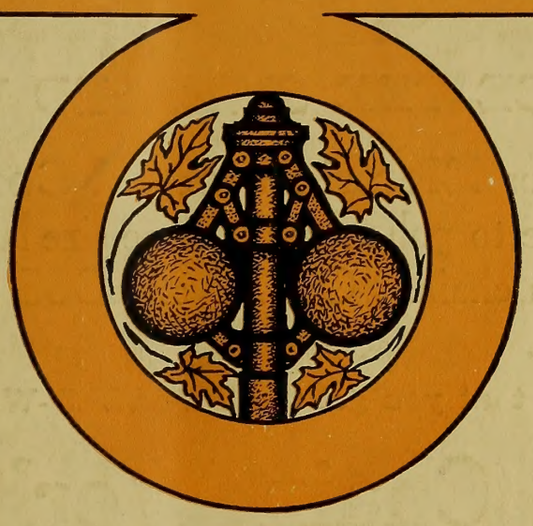
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Vol. X., No. 1. AUGUST, 1909. — $1.00 per Year.

July, 1910

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Brass and Bronze Castings
Special Mixtures
High-Class Electro-plating

Plumbers' and Steamfitters' Brasswork

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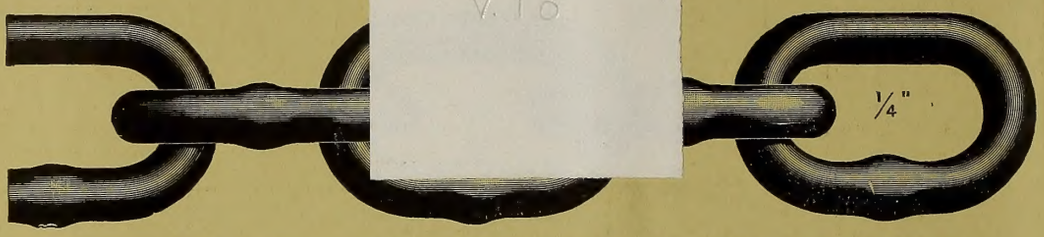
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Cut Exact to Size



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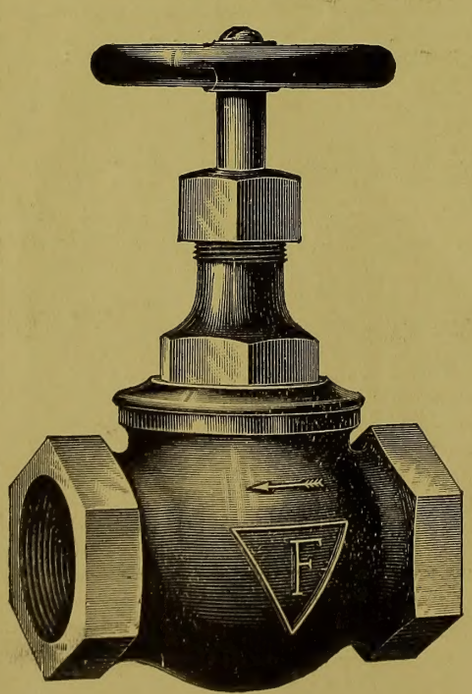
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We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD

McKinnon Chain Works

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Fairbanks

Renewable Disc

Valves

¶ Fairbanks Valves outwear all others. They are built for long, useful service and are specified wherever the best results are expected.

¶ The Valve Disc can be renewed in less than one minute by simply removing the bonnet and slipping the new disc over the end of the spindle.

THE CANADIAN FAIRBANKS CO.
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WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES
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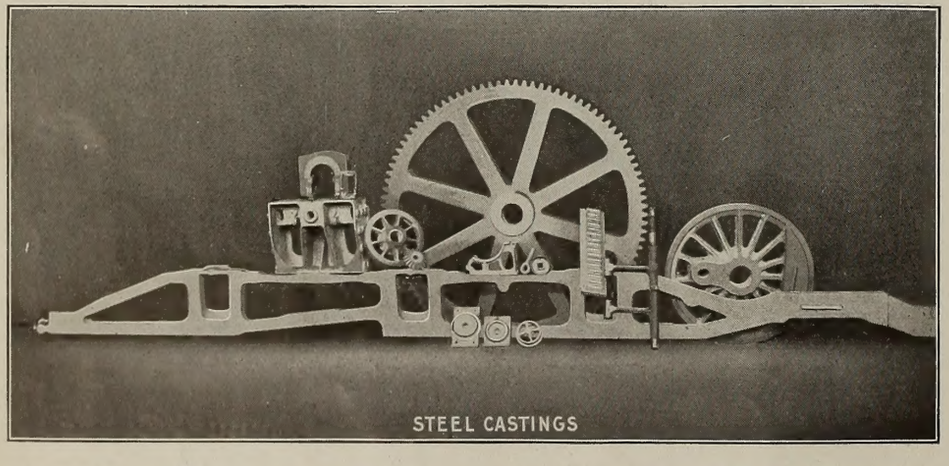
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MONTREAL *LIMITED*



MANUFACTURERS OF

Steel Castings (Acid Open Hearth System)

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Springs of All Kinds

Manganese Steel Castings For Wearing Parts, Insuring Great Hardness and Durability

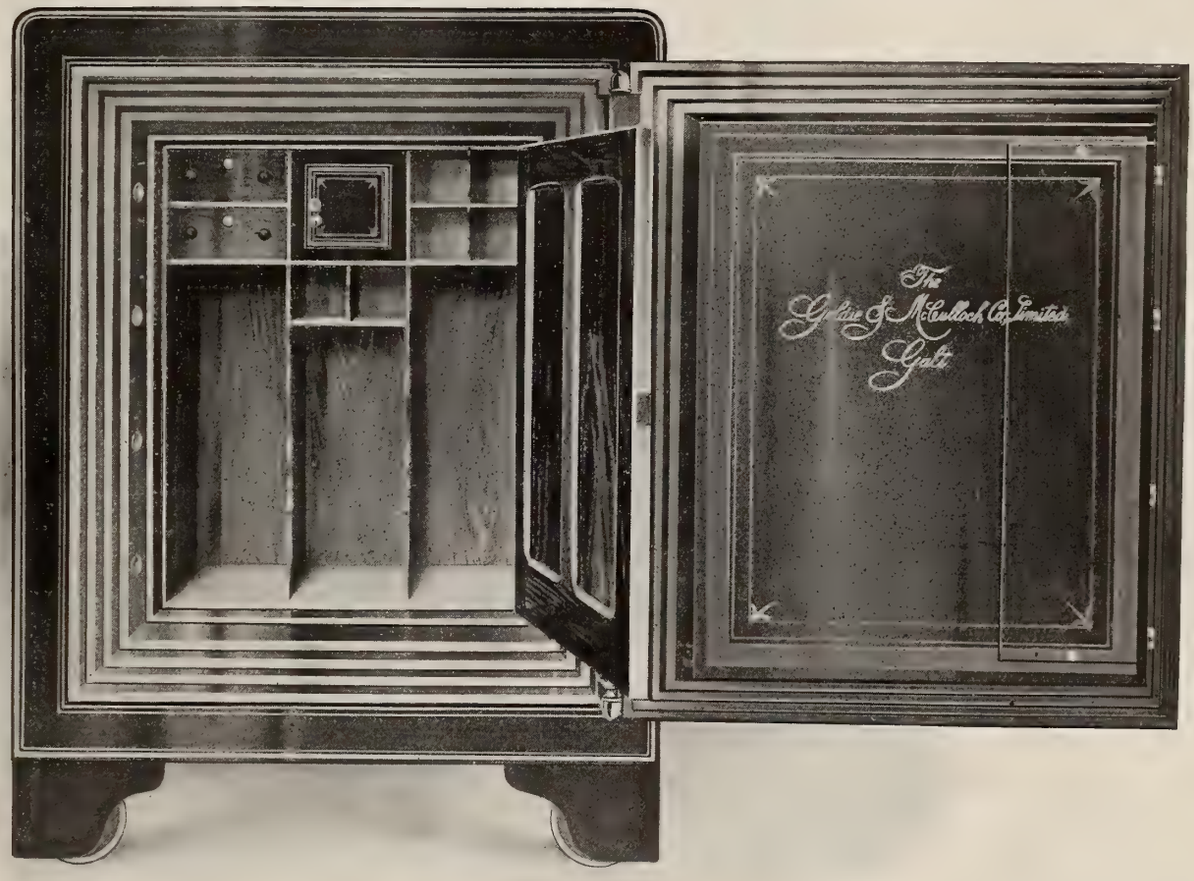
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Agents for Canada for THOS. FIRTH & SONS, Limited, Sheffield, England, "Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, Etc.
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Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.
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Fire-Proof Safes, Vaults and Vault Doors

Our Safes and Vaults have stood the most severe tests to which they could possibly be subjected. No fire too hot.



One of our Standard Single Door Fire-Proof Safes

Ask for our Complete Catalogue No. 14

THE GOLDIE & McCULLOCH CO., LIMITED

GALT, - ONTARIO, - CANADA

WESTERN BRANCH	QUEBEC AGENTS	B. C. AGENTS
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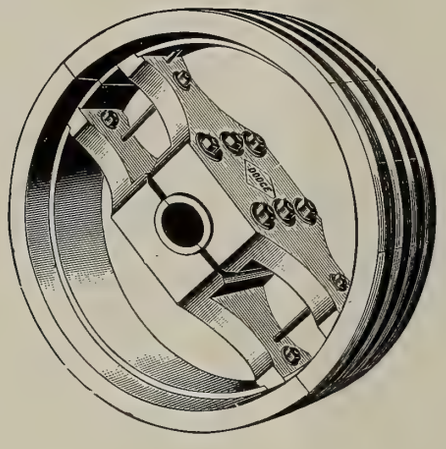
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NO! THEY ARE NOT ALL ALIKE.

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DODGE

Every Pulley is Thoroughly Nailed



Every Pulley in Perfect Balance

Our Rims are first pressed up HOT, making a perfect glue joint, then TURNED out inside.

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Come to look into it, there are differences, ain't there? Well, it's just these differences which make the DODGE unapproachable by any of its competitors.

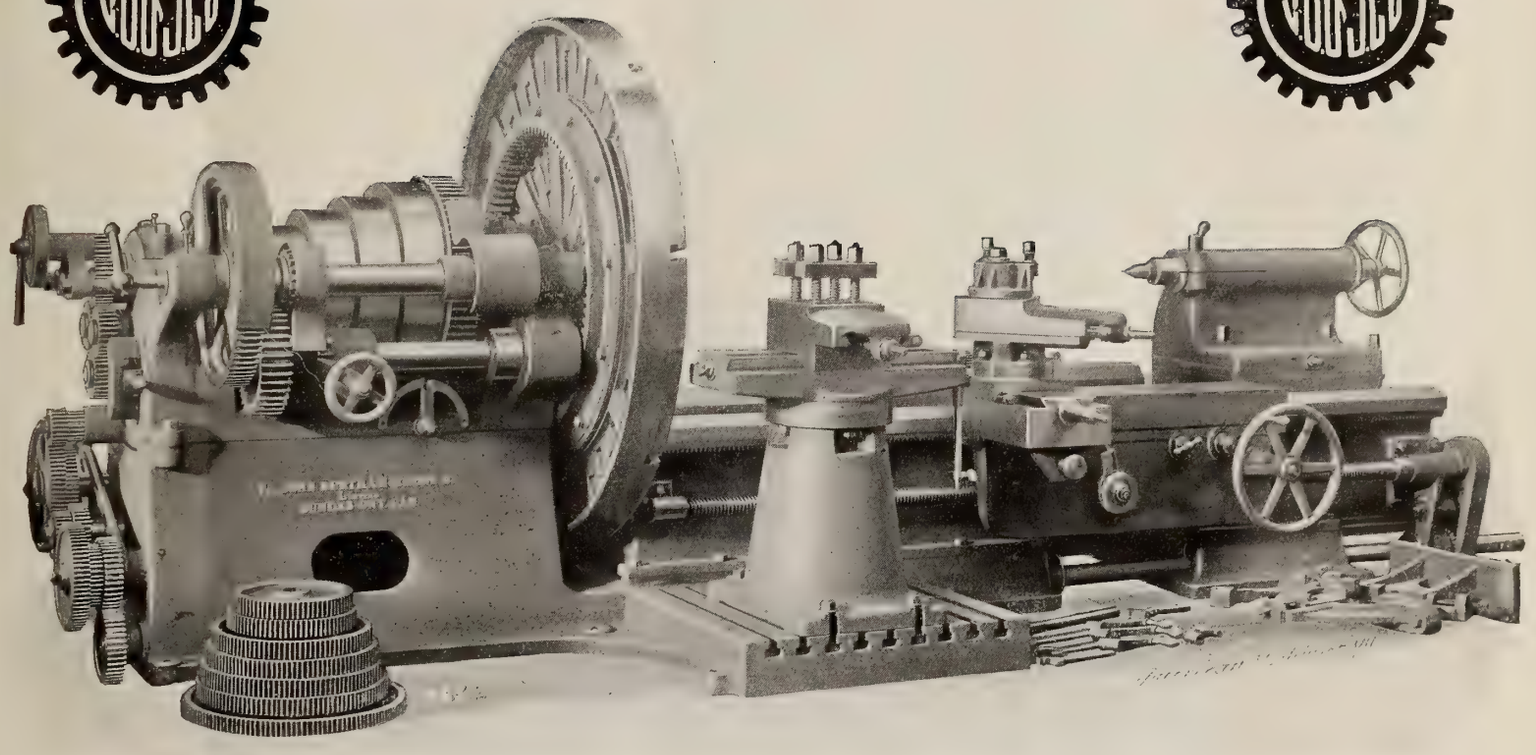
Might as well have the best. They cost no more.

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Bertram Extension Gap Lathes



72-in. x 36-in. Extension Bed Gap Lathe

We have this lathe for immediate shipment. Photograph and full particulars sent on request.

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Dundas, Ontario, Canada

Sales Agents: The CANADIAN FAIRBANKS CO., Limited

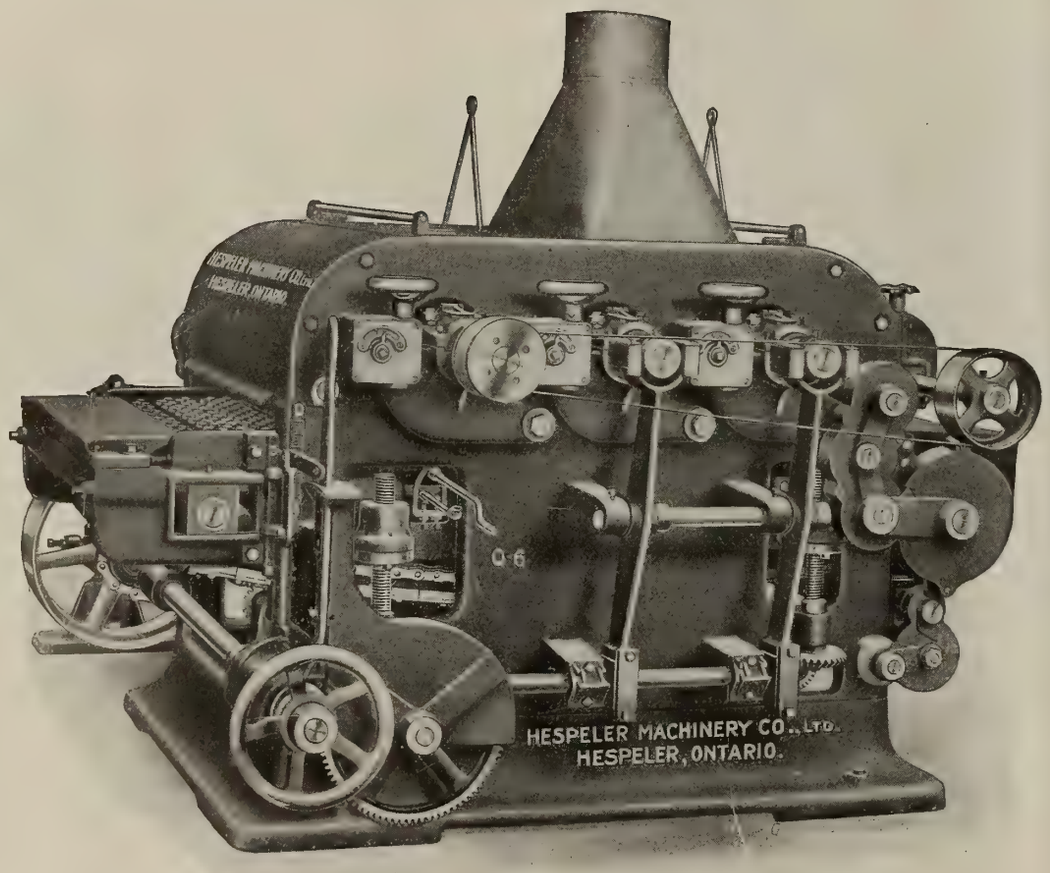
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WITH A RECORD

If you use wood polishing machines you must be interested in this. It is a machine that really polishes.

In competition with the world took the Gold Medal at the World's Fair at St. Louis in 1904.



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We are the Canadian builders of Smith's Revolving Bed Sander.

Let us tell you about them. The Box Frame, the Feed, the Lags, the Sand Drums have all points of superiority over other machines.

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HESPELER, ONTARIO

WOOD GRAINING MACHINE

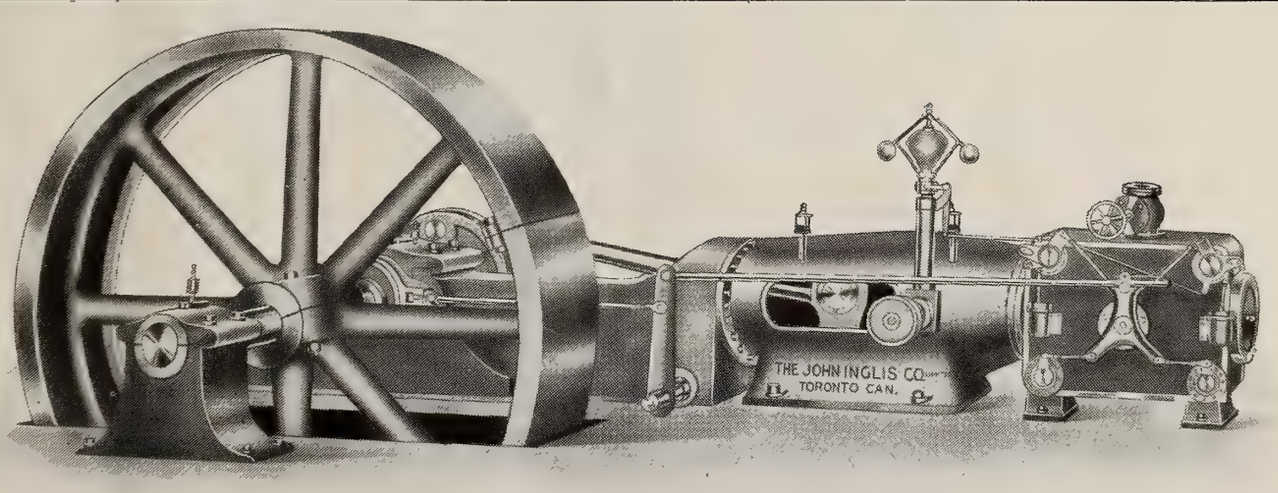


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Sole Manufacturers for Canada

STRATHROY, ONT.



We are always pleased to quote prices on

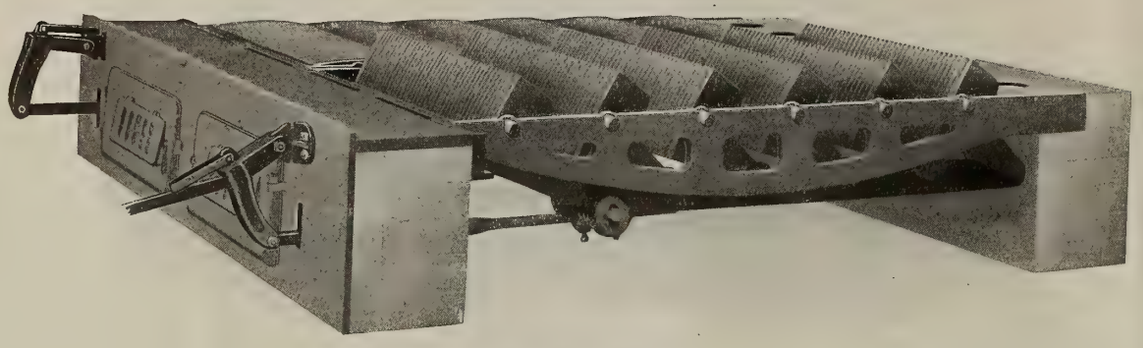
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Be sure and get our prices before you decide.
Our products have stood the test for over half a century.

THE INGLIS CO., LIMITED
TORONTO, ONTARIO

New Model Diamond Shaking and Dumping Grate Bar

A Perfect Shaking and Dumping Grate



Built on the Most Perfect System by the Best Workmen of the Best Material.

Canadian Patent 118,778

THE DIAMOND GRATE

Has no Equal as to Simplicity and Durability

Berlin, June 25th, 1909.

Diamond Grate Bar Co.,
Berlin, Ontario

Gentlemen,—Having been informed by several parties as to the efficiency of the Diamond Grates, we decided to remove our stokers and instal same. After several thorough and practical tests we found in comparing results obtained from the Diamond Grates with those of the stokers an average saving of about 23 per cent.

We feel well satisfied with the grates, and would highly recommend them to any one who might have occasion to use them.

Yours very truly,
(Signed) The Berlin Button Co., Limited
Geo. Schlee, President.

We Make a Specially Heavy Bar for Steamboats and Malleable Annealing Ovens

BOILER SETTING A SPECIALTY

We Have Always on Hand a Large Stock of Boiler Flues Either Welded or New
Retubing and Patching Boilers at Lowest Rates

A Post Card or Personal Inquiry will Bring a Prompt Reply

The Diamond Grate Bar Company

Head Office and Factory, Berlin, Ontario

Branch Office, 119 St. James Chambers, Toronto. **Tel. M. 1342**

MANUFACTURERS!
CAPITALISTS!

The Great Rail and Lake
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Offers unlimited possibilities for the successful employment of funds, industrially and otherwise

Fort William offers every economic facility for the advantageous and profitable operation of every kind of INDUSTRY.

Raw Materials—Iron, Copper, Gold, Silver, Timber and Pulpwood in abundance.

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Favorable Labor Conditions.

Best Water for domestic purposes on the Continent.

Cheapest Coal of any lake port or place in Western Canada.

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Transportation Facilities positively not equalled in Canada—Great Lakes Carriers and THREE transcontinental Railways—Can. Pac., Can. Nor., and Grand Trunk Pac. with **Cheap Freight Rates** by water and rail.



Portion of harbor at Fort William—the finest harbor in the world. THIS is the place where the THREE Transcontinental Railways exchange the golden grain from Western Canada for manufactured articles, merchandise, raw materials, etc.

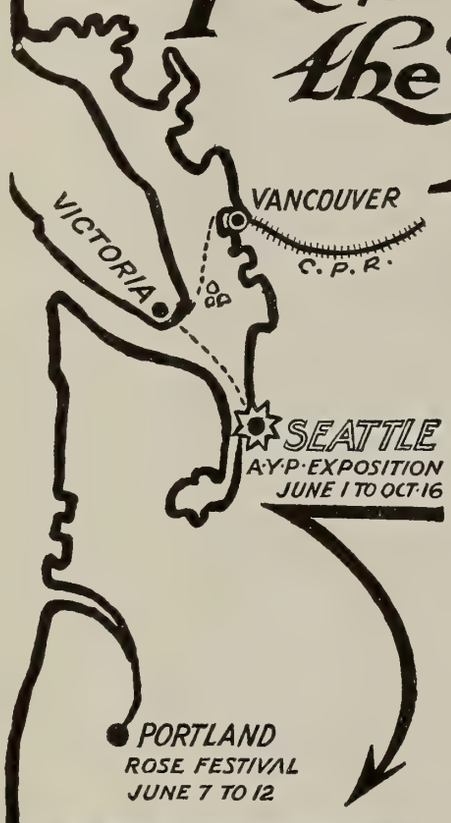
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TRAVELLERS---See that your Ticket reads---STOP-OVER AT FORT WILLIAM

Full information and illustrated literature promptly by addressing,

Herbert W. Baker,
Industrial Commissioner
Fort William, Ont.

This Summer the Pacific Coast is more than ever attractive



THE ALASKA - YUKON - PACIFIC Exposition at Seattle—"the Fair that will be ready"—will be a revelation to the Eastern visitor. This latest of World's Fairs exploits the resources of Alaska and the Pacific Coast. ¶ Apart from the Fair, what could be more delightful or of greater educational value than a summer trip to the Pacific Coast? ¶ Picture the wonderful journey! Your choice of rail or lake steamer to Fort William, on through the wheat and prairie empire of the West and a day amidst the grandest mountain scenery in the world, traversing the incomparable Rockies. Then from Vancouver to Seattle a fascinating water trip, by C. P. R. 19-knot steamer. ¶ Every mile and every minute of the trip will be enjoyable on the Canadian Pacific short line. There is no finer train service or faster time. The exceptionally low summer rates simplify the question of expense.



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"THE DIRECT ROUTE"

For Literature, Particulars of Rates, Routes, and all information, address R. L. THOMPSON, District Passenger Agent, TORONTO.

Special Low Rates May 20 to Sept. 30

MOOSE .. JAW ..

SASKATCHEWAN

BY the Dominion census in June, 1906, MOOSE JAW was the largest city in Saskatchewan. MOOSE JAW is still in the lead, "running easily with much reserve force."

Over 20,000 quarter-section entries have been made in the district during the past two years.

The city is trying to keep pace with this settlement.

There are more buildings in course of erection than in any past year's history of the city.

CHANGES DURING THE PAST MONTH

The Imperial Bank has opened a branch office.

Baker & Reynolds' Lumber Company has opened office for headquarters in South Saskatchewan.

Manson, Campbell Co., of Chatham, Ont., Agricultural Implements, has opened for business.

Mitchell, Hemproff, Maybee Limited, has completed warehouse for wholesale rubber goods.

The C.P.R. has commenced extensive freight yards in the western part of the city, estimated expenditure this year $200,000.

Business blocks and private residences, new buildings, total half a million dollars.

City Municipal Works in sight aggregate $250,000. Last issue of Debentures. $40,000; 4½ per cent. payable in 40 years were sold for $40,408.

Every contractor, mechanic and laborer in the city willing to work is busy.

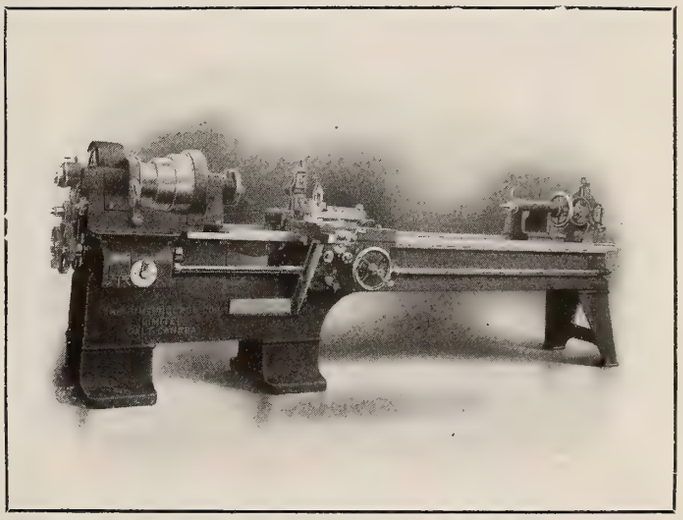
For information write to

HUGH McKELLAR
Commissioner Board of Trade
MOOSE JAW, SASK.

A GAP LATHE

To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect



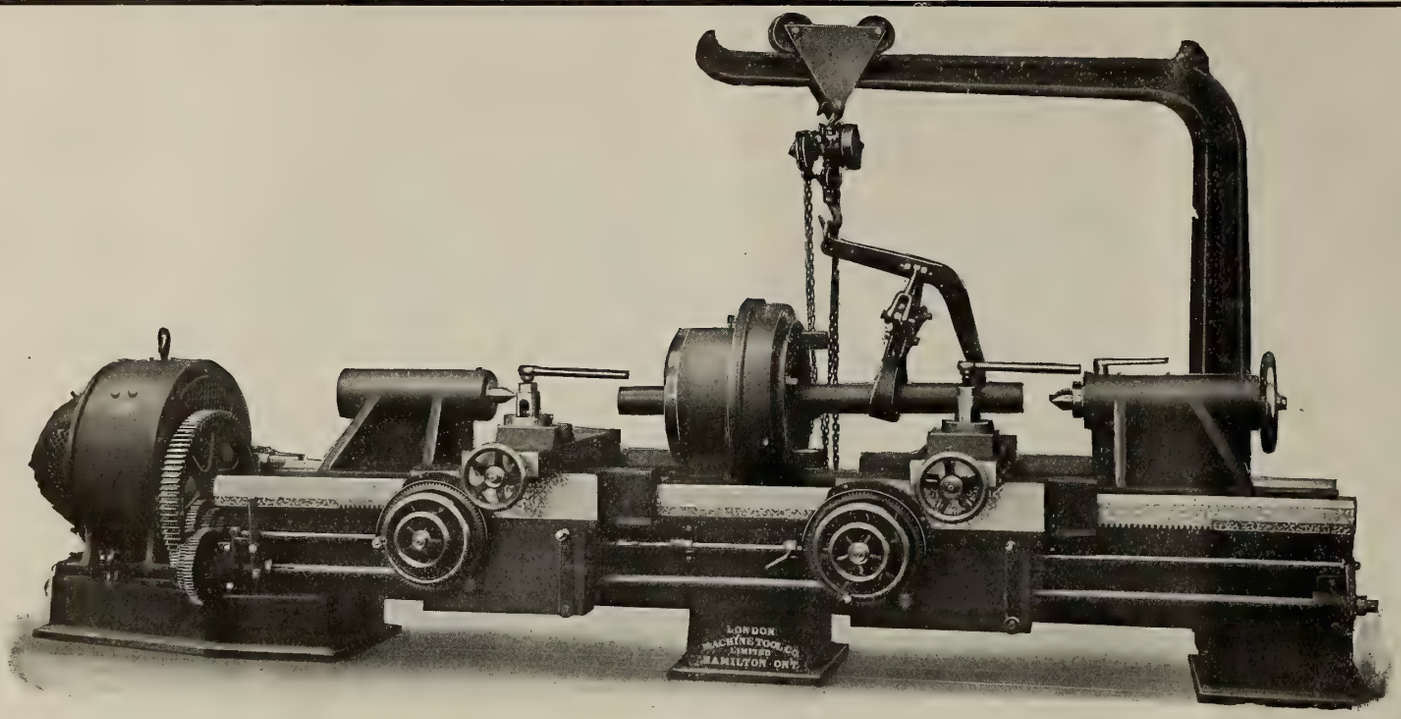
All labor-saving features are embodied, and workmanship is strictly first-class.

WE MAKE ENGINE LATHES AS WELL

PARTICULARS ON REQUEST

THE R. McDOUGALL CO., LIMITED

GALT - - CANADA



HEAVY DOUBLE AXLE LATHES

DESIGNED FOR TURNING CAR, COACH & LOCOMOTIVE AXLES USING HIGH SPEED STEELS TO THEIR LIMIT

WRITE US FOR FULL PARTICULARS

LONDON MACHINE TOOL CO., Limited

HAMILTON, - - CANADA

Indestructible Factory Stool



Illustrating a Steel Stool with Back Rest

"Will never have to be replaced."

WE eliminate all ***Breakages*** and ***Your Men's Time*** in repairing the old wooden "makeshift." The price is very reasonable. Write for particulars.

We also manufacture
WIRE CLOTH
for all purposes.

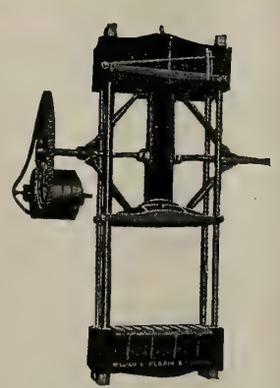
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ORNAMENTAL WIRE and IRON WORK

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HAMILTON.

Hydraulic Presses
Power Screw Presses
Filter Presses



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AND
Company, Limited,
TORONTO, Canada.

We manufacture Presses for almost every purpose requiring pressure, also fillers for all purposes.

PORTAGE LA PRAIRIE MANITOBA

In the Heart of Canada

1,480 Miles from Montreal ***1,425 Miles from Vancouver***

PORTAGE LA PRAIRIE is on the main lines of Canada's three and only transcontinental railways, the Canadian Pacific, Canadian Northern, and Grand Trunk Pacific, and a branch of the Great Northern from St. Paul. It is impossible to go ANY PLACE in the Canadian West without passing through Portage La Prairie.

PORTAGE LA PRAIRIE has an elevator capacity of 313,000 bushels, flour output of 1,600 barrels per day, oatmeal output of 150 barrels per day, and although the surrounding country has been cropped for thirty years there has never been a failure. Among numerous industries now prospering in Portage la Prairie there may be mentioned Brick Yards, Aerated Water Factory, Iron Works, Wire Fence Factory, Planing Mills and several Wholesale and Jobbing Houses, including Western Canada's Great Mail Order Establishment.

PORTAGE LA PRAIRIE has nine churches, an ideal school system and is the most beautiful residential city in Western Canada.

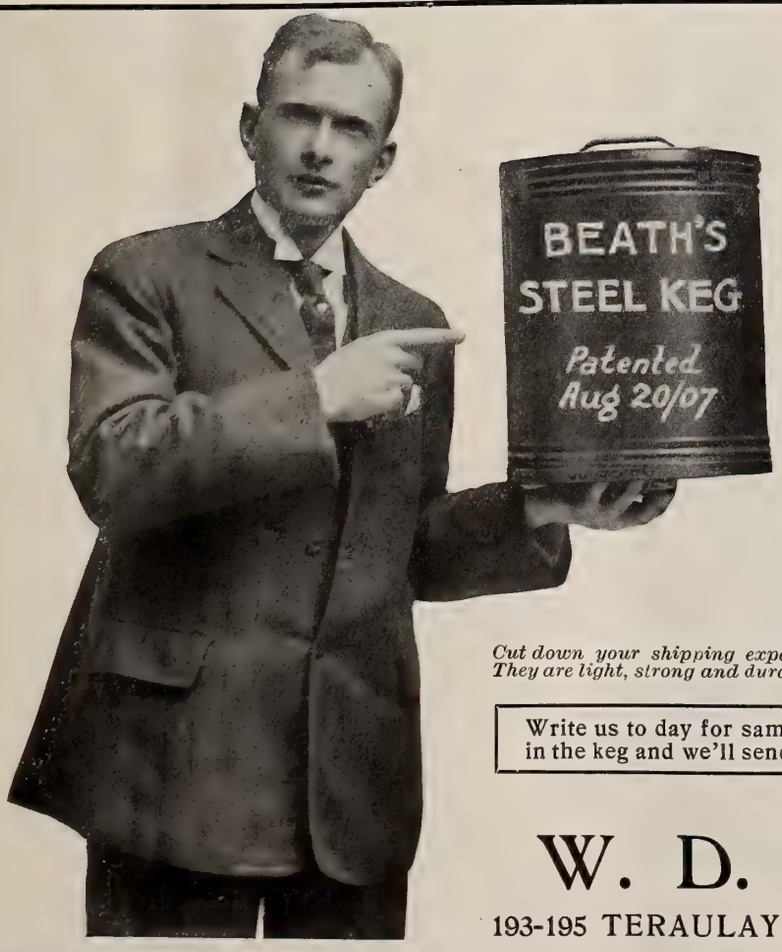
Compared with other cities Portage la Prairie is undoubtedly

THE BEST IN THE WEST

FOR INFORMATION WRITE TO

HARRY A. R. MACDONALD,

Publicity Commissioner.



SOMETHING ENTIRELY NEW

For the Manufacturers and Shippers of Canada

Beath's Steel Keg meets every requirement of an ideal shipping package. The keg is made of steel—Black, Painted, Galvanized or Tinned as required—with a heavy U steel band top and bottom, which gives the keg great strength—herein lies the secret of the success our keg has attained. We furnish kegs "plain" or "jacketed" and in all sizes at a price that compels attention.

For over two years we have been supplying some of the largest shippers in Canada with our steel kegs and they have pronounced them *the best shipping package ever invented—positively unequalled in any respect by any other kind of package.*

Beath's Steel Kegs are used successfully wherever ordinary tin cans, wood kegs, barrels or boxes are used for shipping liquids, powders, pastes, or bulk materials, such as oils, paints, varnishes, dry colors, white lead, putty, chemicals, soap chips, carbide, nails, bolts, washers, cement, etc., etc. In fact, their successful use is applied to so many different lines that it would be impossible to recite here even a fraction of the number.

Cut down your shipping expenses and losses in transportation by using Beath's Steel Kegs. They are light, strong and durable.

Write us to day for samples and prices Please state what you intend to ship in the keg and we'll send you a sample keg to suit your particular requirements.

MANUFACTURED BY

W. D. BEATH & SON

193-195 TERAULAY ST. TORONTO, CANADA



No. 5171 Enameled Bedstead. Price $15.00.

Posts, 1 5-16 inches in diameter. Filling, 5-8 inch brass and 3-8 inch steel. Chills gold tipped. Height, 68 at head, 46 inches at foot. 4-6 width only. **30 days' approval. 5 year guarantee.** Sold by all reliable Furniture Merchants. **Refuse substitutes or imitations. If you can't get suited, write to us.**

QUALITY BEDS LIMITED
MANUFACTURERS WELLAND CANADA

Dominion Express
MONEY ORDERS

Safe Convenient Economical

Payment is guaranteed and a prompt refund will be made, or a new order issued without extra charge, if order is lost, stolen or delayed in transit.

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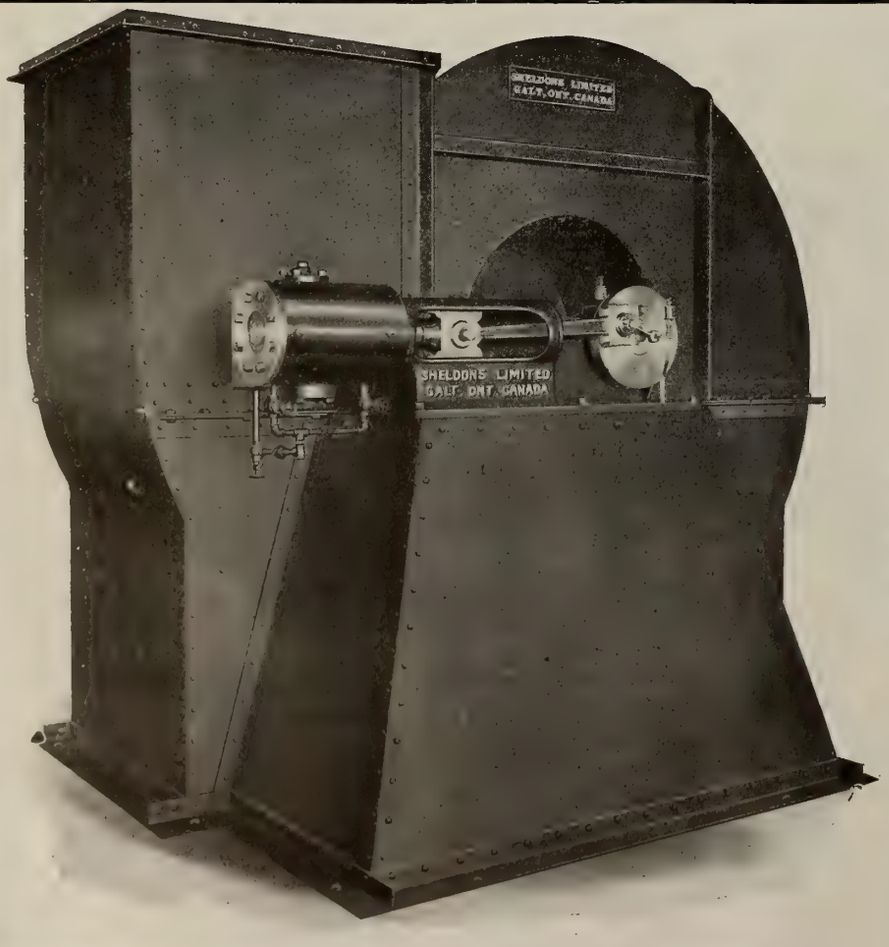
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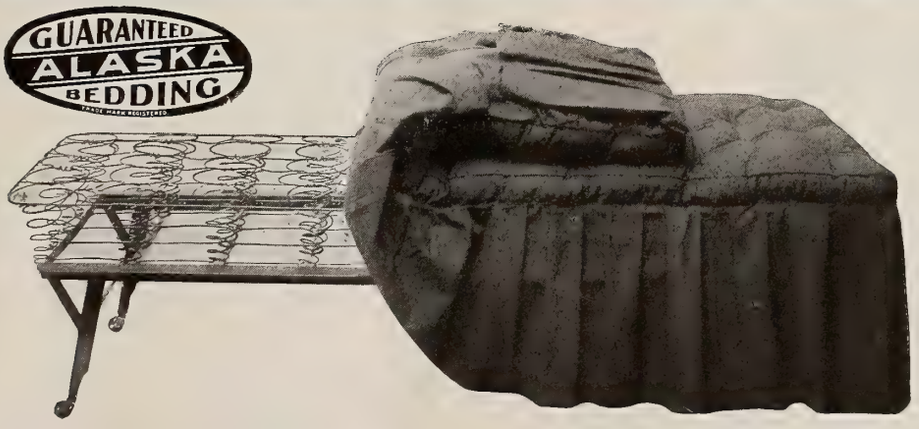
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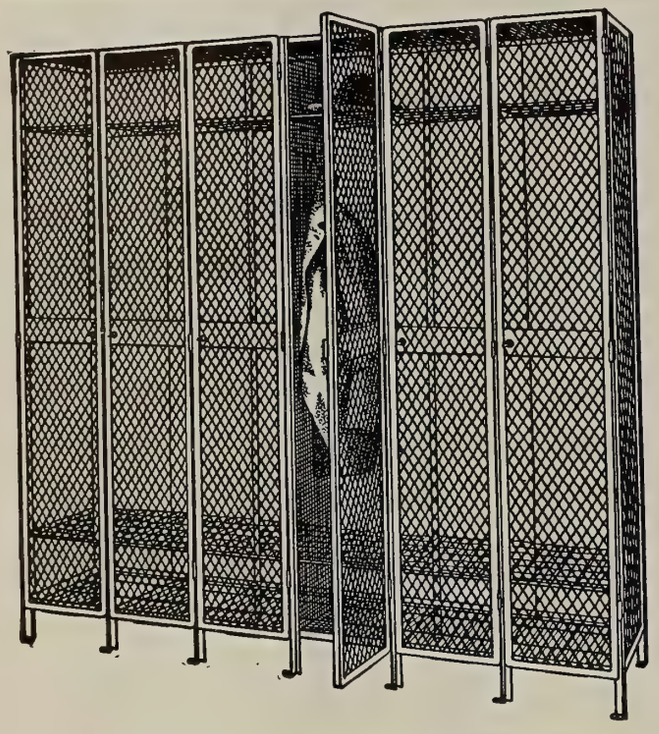
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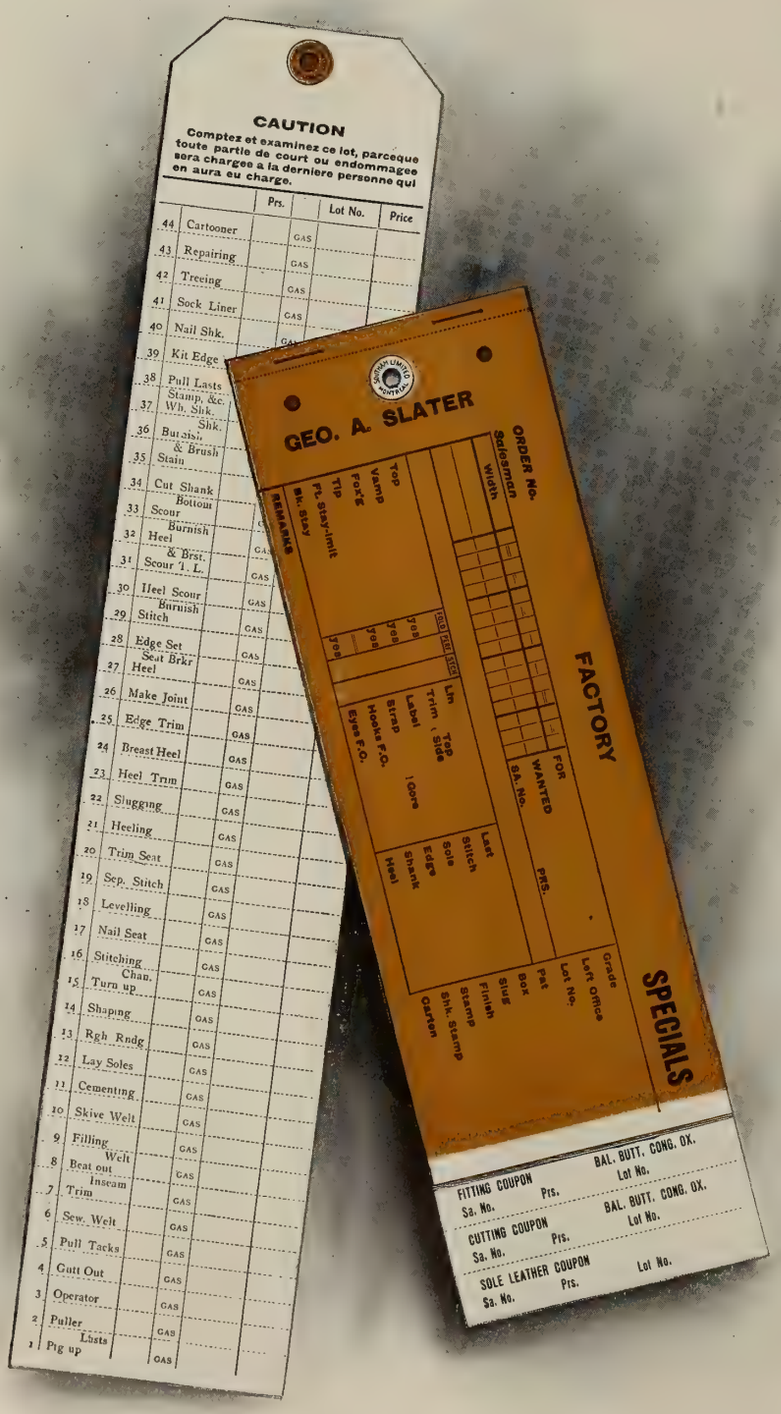
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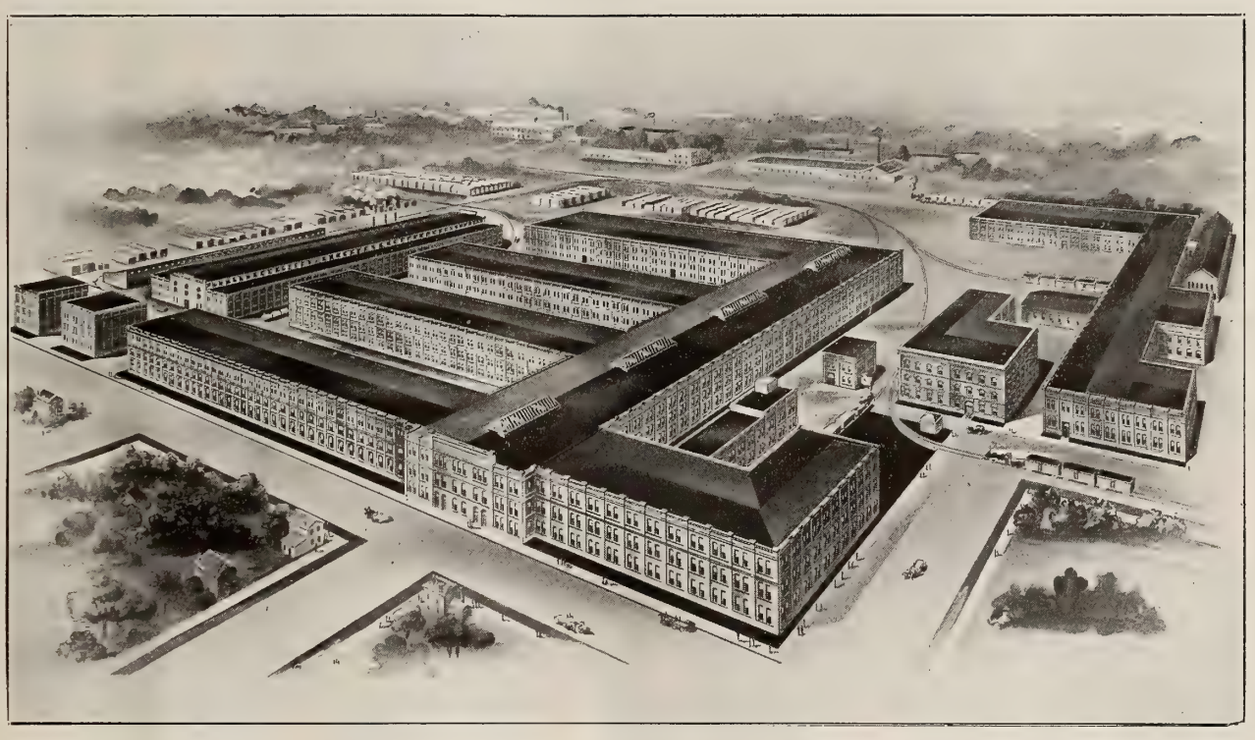
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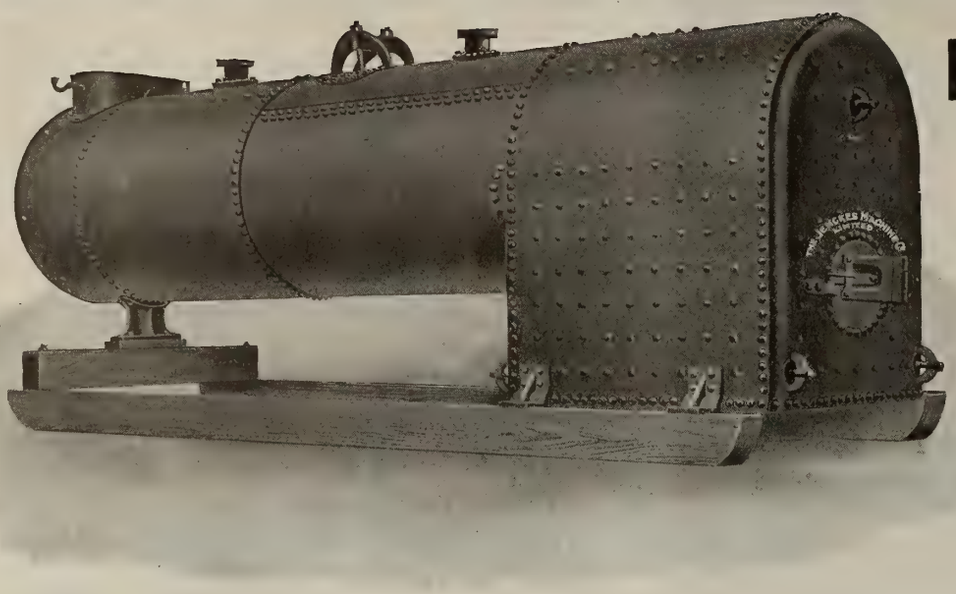
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INDUSTRIAL CANADA

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Canadian Manufacturers and the Western Market.

"UNFORTUNATELY, however, most of our proposed industries are from the other side, but regrettable though it is, we need new businesses so badly that we cannot turn them down and wait for our own people to act." This is the comment of Mr. H. A. R. Macdonald, Secretary of the Portage la Prairie Board of Trade, on an interesting phase of Canada's industrial development. United States manufacturers are more ready to consider the establishment of branches in the Canadian West than are Canadians, that is the point raised. But before passing censure on Eastern manufacturers, as many are too ready to do, on the ground that they lack enterprise and are pusillanimously allowing foreigners to walk into the West and to skim off the cream of the business, it might be well to look at the reasons for existing conditions. We are not ready to admit that Canadian manufacturers are in any way inferior in initiative, energy, or aggressiveness to their competitors in any part of the world. Nor are the reasons for the situation commented on by Mr. Macdonald difficult to find. Our tariff is protective enough to compel foreign manufacturers in many branches to do their manufacturing on this side of the line if they are going to secure any Canadian business. The United States manufacturer estimates the value of the market, and in many cases he decides that it is worth going after. Then comes the choice of a location. If his chief business lies in the West he will probably locate his factory there, and the manufacturer in Eastern Canada will be criticized for standing idly by and seeing this part of his field cut off. But the Canadian manufacturer was not called upon to build a new plant, as was his foreign rival. He was already in the field with a plant adequate to supply a fair share of the market. He no doubt was fully cognizant of the value of the Western market, and had probably investigated the case carefully. There is this to be considered by a Canadian manufacturer. Will it pay him to invest the necessary capital in a new plant, carry his raw material a thousand miles or more, organize a manufacturing, office and selling force, and go to all the expense necessary to the equipment of a new factory? or will it be better to centralize, to save the additional outlay, the duplication of buildings, equipment and staff, and by these economies offset the freight bills for carrying his finished product to the farmer of the West? And in all honesty it must be admitted that the big plant in Quebec or Ontario has in most cases handled the business of the West very satisfactorily, aided, where necessary, by warehouses and repair shops by which delays in getting new parts are obviated. When all is said and done, the question resolves itself down into one of cost. Granted a market in the West of great buying ability; granted, too, that the manufacturer can raise the necessary capital to establish a Western branch, a supposition not always justifiable; the question then is, can he lay the individual article down in the farmer's kitchen more cheaply by making it in Montreal or in Portage la Prairie? If he decides in favor of Montreal, then it is to be supposed that he is under no serious disadvantage from the foreigner who has decided on a Western location. At any rate he has chosen the policy under which he can best meet competition. This is far from surrendering the field to the enemy. The very best defence against competition is the reduction of costs to rock bottom.

So much for the attitude of the individual manufacturer. Regarding the implied desirability of having Canadian rather than United States manufacturers establish their branches in the West, we believe that there is little to cavil at, so long as the new concern does bona-fide manufacturing. The Canadian Manufacturers' Association stand for a policy which will compel the manufacture in Canada of the things which are sold in Canada. Our tariff, to the extent that it is protective, embodies and makes effective that policy. Under its ægis, many of our best factories have been established here, with a consequent increase in the employment of labor and capital. The Association has never looked for the elimination of competition. On the contrary, its facilities are constantly at the service of the foreigner who is going to locate here in opposition to its own members. When Canadian labor produces the goods that Canadians consume, then the chief work of the Association will be accomplished. It makes little difference whether this is done by doubling the capacity of existing factories or by the introduction of new blood. There is this to be considered, that outside capital is very necessary in a developing country. The evil of trying to do too much business on too little capital was painfully demonstrated in the difficulties of the past two years. It would often be of doubtful strength to the country to have Eastern factories stretch their credit and capital to the extent of establishing a second plant. In these cases Canadian branches of foreign companies represent the real development.

* * * *

Not that the West as a home for manufacturing industries is unappreciated. The Canadian Manufacturers' Association has eighty-six members in Winnipeg alone, which illustrates the extent to which manufacturers are entering that field. The pioneer lines of manufacturing are already firmly established. Western Canada is second to none in her flour mills, she has cement and brick-making plants, canning and meat-packing factories; the industries which are native to the West, which take the raw products of the West and advance them a stage, these have already sunk their roots and have attained a hardy growth. That they will form the nucleus of a general industrial life, the analogy of the Western States of the Union amply proves. The big manufacturing cities of the Western States will have their counterpart on this side of the line. For if the market of to-day is not sufficiently large to justify the expansion of certain industries into the Great West, the population of to-morrow will be.

A Tendency of To-day.

ONE sentence in the address of Mr. W. D. Lighthall, Mayor of Westmount and Secretary of the Union of Canadian Municipalities, before that body recently, is worthy of special attention as indicating a trend of thought which must be reckoned with in the future. "Never," he said, "sell or cede a water power. Always lease it. Do not sell or cede your resources, apart from farm lands. Retain the people's ownership in the heritage of the people." The policy thus set forth as the advantageous one for municipalities to adopt not only met with favor among the councillors present, but has been accepted by the press of Canada as representing the true ideal of municipal government. Its general acceptance by the people as a working policy would mean the adoption of a considerable measure of Socialism, as it is commonly understood. The principles enunciated by Mr. Lighthall are, indeed, merely a statement of a condition which has grown up in our midst almost imperceptibly yet none the less noticeably. In the West it is found in the nationalization of the telephone systems of Manitoba, Saskatchewan and Alberta, and in the agitation to have the Governments take over all grain elevators or establish a Government system of elevators. In Ontario there is the power policy, whereby the Government undertakes to develop and supply power at low rates throughout the Province. Throughout the whole country electric light and water plants are being taken over as municipal works. In a number of cities the street railways are coming under public control, and the example of Ontario in constructing and operating a railway in the Temiskaming district has been of exceptional success. The whole tendency of recent years has been in the direction of extending the field of public operation and control. How far the State will go in supplying the requirements of the people is a question for the future to decide. In Canada the advance of Socialism is not outrunning the increase in general education. The danger lies in the Government assumption of duties before the people as a whole are equal to the responsibilities.

Still in the Dark.

WITH no small satisfaction a United States Consul in England sends home the following extract from *The Economist,* London, England:

"We read about the Americans and their prairie schooners flocking to the North-West Territory, where they are said to be grabbing the few remaining homesteads —and why? To fix them up and sell them to the coming 'tenderfoot' of means, as they have done before and will continue to do. In what does Manitoba or the North-West Territory differ from Siberia except in its being under British rule; and in a farming sense what advantage can Northern Canada claim over Siberia? Yet, what father would dream of consigning his son to that dreary solitude? The snow lies on the ground six months, and during that period one never sees even the black earth. Winnipeg can be and has been as cold as the Arctics, 60 degrees below zero, and 40 degrees below is very common. The ears and tails of cattle, and even of cats, are frozen off. Take wheat away, and the settler could not exist. Could anyone conscientiously recommend women to emigrate to that country? Can anyone point out half-a-dozen well-known men who have

actually made sufficient money to retire upon, out of farming alone, in Northern Canada?"

We, in Canada, have been flattering ourselves with the idea that our Mother was becoming better acquainted with us, that the perpetual snow supposition had disappeared, that our moving picture exhibitions throughout England had informed even the illiterate of the salubrity and richness of our country. It would appear that such is not the case. Here we find a writer securing space in *The Economist* to talk nonsense about a subject of which he is manifestly ignorant. Such stuff is not pleasant reading, especially when we get it warmed over in the press of the United States. The fallaciousness of the charge, that farmers from across the line are taking up Canadian homesteads with the sole purpose of turning them over at a profit, to some "tenderfoot," is amply proven by statistics which show the large proportion of these immigrants who have taken out Canadian citizenship papers. No doubt if an English "tenderfoot" with means shows an inclination to buy land at above the market value, these immigrants will make an effort to accommodate him. But so will the Canadian farmer, or, for that matter, his English brother. The proverb about a fool and his money holds good in Western Canada as much as it does in any other corner of the world. The comparison between Canada and Siberia does not interest us. We know as little about the climatic conditions of Siberia, probably, as does the writer in *The Economist.* Of the Western Provinces we know, however, that they have summer enough in which to grow the best wheat in the world, and that in Alberta the cattle range the prairies all winter and get their food. "Take wheat away and the settler could not live." Wheat is the chief grain of the West, because it is the most lucrative product. Who is going to take it away?

The Position of Unlicensed Insurance Companies.

THE attention of the members of our Association is called to a short article appearing elsewhere in this issue, bearing the title "Canadian Fire Underwriters' Association versus Lloyd's." The case therein mentioned is one affecting every insured holding unregistered insurance, and, further, all who are interested in the domination of the fire insurance world by an Association of Companies so strong and powerful as the Canadian Fire Underwriters' Association has become. We shall, in subsequent issues, report the proceedings in this case at greater length, with a view to keeping the members of the Association posted. Unquestionably the action, if the plan of defence as now issued be carried out, will determine the right of the Dominion Government to legislate on insurance matters—a large and serious question. It is hardly possible that the case will go to the higher Courts without the intervention of the Dominion Government and of the respective Provinces of the Dominion, and thus there will be decided a question as between the Dominion and the Provinces, quite as important as any other point that has arisen in connection with the Act of Confederation.

The Strike in Nova Scotia.

FOR years the Provincial Workmen's Association has represented the miners in the employ of the Dominion Coal Company. The Association's membership was confined to workmen in the Province of Nova Scotia; it was well-administered and under its guidance the miners enjoyed a condition of industrial peace and security. No complaints were heard from the workmen interested; they had an official organization which was recognized by their employers, and it was always possible to have grievances presented to the proper authorities. A satisfactory relationship existed between employers and employees, a relationship which operated to the advantage of both. Under the circumstances there was no excuse for the entrance into that field of a foreign organization, the United Mine Workers of America. All that a Union could do for the men was being done satisfactorily by an existing organization. The United Mine Workers, then, in thrusting itself into Nova Scotia, did not do so with the intention of bettering the condition of the Nova Scotia miners, which was admittedly satisfactory, but of strengthening the position of its members in Pennsylvania by getting control of the output of Canadian mines. It is recognized that the company cannot deal with two distinct organizations. One or the other must go. The present struggle is practically to decide which shall go and which survive. No reason has been given why the old and accredited body should be the one to be eliminated. It is true that by the prestige of its size and wide-spread activities the U.M.W. of America has outstripped the P.W.A. in the race for membership, but it is equally true that if it disappeared from the Province the P.W.A would represent just as many miners as the United States organization. The sympathy of Canadians generally is with the organization which confines its operations to Canada, is governed by Canadian officers, and has all its interests centered here.

* * * *

In a few words the Conciliation Board, which has just investigated the causes of dispute between the Nova Scotia Steel and Coal Company and their employees, expresses public opinion on the effort of the United Mine Workers of America to make themselves the recognized representatives of Canadian miners. "The growing sentiment in this country," runs the report, "is strongly in favor of managing our industrial and commercial interests without being subject to the dictation or control of our neighbors across the line, and now would seem an opportune time for a movement to be made for the establishment of a labor union for Canada alone, which shall be incorporated on lines best calculated to create harmony and peace and the prevention of strikes, so suicidal and detrimental to both

employer and employees, and the Province of Nova Scotia as well. In the meantime the two societies warring with each other should get together and endeavor to work out the problems before them in a spirit of loyalty to the country in which they live and are earning their daily bread."

* * * *

Almost all the industries of Nova Scotia are dependent upon a steady supply of coal. If that supply were cut off the entire population would be disastrously affected. The fear that if the U.M.W. were in control, strikes would ensue, not to settle disputes in Nova Scotia, but to strengthen the hands of the Union's members or even the coal operators in the United States, is voiced in the statement of the General Superintendent of the Nova Scotia Steel and Coal Company: "The United Mine Workers' Association is a foreign corporation, the majority of its members residing in the United States, as also do their executive officers. Under its constitution it is quite possible that the members of the societies of Nova Scotia might be called out on strike to assist the American members of the society, which would be a very great detriment to the operators of this country and the Province generally. If it should be considered in the interests of the whole body of United Mine Workers to proclaim a strike in Cape Breton, either to assist the United Mine Workers or operators in America who are placing coal in the Canadian markets in direct competition with the mining industries in this Province, the result would be disastrous, and we believe this power is too great to place in the hands of any foreign body, as it practically means control of our mining industries. Our company looks upon the society with a great deal of apprehension and fear."

The Intercolonial's Finances.

GENERAL satisfaction and relief will be felt at the report that the Intercolonial Railway will not only pay its way this year, but will even have a surplus sufficient to cover last year's deficit. The spectre of an Intercolonial deficit has haunted the people of Canada so long that it began to look as if it would never be laid at rest. Nor were there any wild hopes called forth by the appointment of a Board of General Managers. Yet the results seem to be coming. Operating expenses are being reduced and revenues are increasing. It is sincerely to be hoped that the improved showing will continue and that the profits will not be secured by transferring an unfair amount of the charges to capital account.

A Weakness in Unions.

THE *Witness*, Montreal, thus discusses a phase of the Nova Scotia coal miners' strike:

"The Trades and Labor Congress of Canada, in putting itself on record as approving of the dishonorable course of certain Sydney mine workers in repudiating an agreement which, as a body, they had made on the score that they had since joined a different organization, and in demanding the withdrawal of the troops at a time when those citizens adhering to their agreement were being insulted and put in bodily peril, has placed itself outside of the conscience of the labor men of Canada. The weak point of these organizations is that they are liable to fall into the hands of men who hold extreme views and whose position depends on the sympathy of extremists and on the maintenance of warfare. In this way, while they become a force in favor of strife, they lose the sympathy of all that is solid in their organizations. Under such conditions the better class of members, while they pay their fees rather than be ostracised, do not frequent the meetings where their counsels would be decried, and leave the control to the hot-heads."

The British Association Meeting.

FOR the third time in its history the British Association for the Advancement of Science will meet in Canada this year. Winnipeg will have the honor this month of entertaining an Association which has represented in its membership, since it was first organized in 1831, all that great series of eminent scientists who have been opening up the world to our knowledge during the past century. No British institution is better or more honorably known than the British Association. It has consistently carried on work of first importance, and has at the present time committees investigating the phenomena of earthquakes and other subjects about which information is urgently needed. The first visit of the Association to Canada was in 1884, when the meeting was held in Montreal. In 1897 Toronto entertained the members on their second visit. After an interval of twelve years Winnipeg has the honor of being host to the distinguished visitors. The choice of Winnipeg for a meeting-place indicates the Western march of development on this continent. When the last meeting took place in Canada Winnipeg was little more than a big town. The delegates will see a far different place when they visit it now.

A Permanent Tariff Commission.

ATTENTION is called to an article appearing elsewhere in this issue, in which Mr. G. M. Murray, Secretary of the Canadian Manufacturers' Association, discusses the problem of tariff-making, with special reference to the agitation which is now on for the appointment of a Tariff Commission. We shall not attempt to give a synopsis of the arguments contained therein, but in view of the prominent part the subject is likely to play in public discussions of the future we would recommend a careful consideration of the facts set forth and Mr. Murray's deductions from them. It is more than probable that the Association's attitude on the question will

be argued at the Convention in Hamilton next month. Nothing of greater importance is before the public at the present time.

British Investments in Canada.

FEARS about Canada's credit in England seem, so far, to be without foundation. Every few days a new loan is floated in the English market, and each one is provided for without much hesitation. An interesting table has been prepared by an English statistician showing the countries in which the English are investing most freely at the present time. A glance at it will show the preponderating favor in which Canada is held. The table represents investments from July 1st, 1908, to June 14, 1909:

Canada	£27,425,401	Australasia	£12,234,718
Argentina.....	24,803,545	Brazil	11,889,580
United States..	13,634,655	Russia	9,455,525
South Africa...	13,507,762	Japan	6,676,353
India.....	13,477,595	Chili	4,139,200
Mexico.....	12,874,254	China	2,450,000

It is a remarkable fact that investments in Canada are more than twice as great as those in the United States. An interesting commentary on the above showing is contained in a report of a recent meeting of the British Empire Trust. The president, Mr. R. M. Hornepayne, stated that "up to the present Canada offered by far the greatest attractions to investors of any part of the world. Canada had not yet really begun to exploit her natural wealth; so far she had done little more than scratch the surface." Unfortunately in many ways, English investments are confined largely to railway and Government bonds. The United States have not anything like the amount of capital invested in Canada that England has, but having it practically exclusively placed in manufacturing plants, they get the additional advantage of securing a market for their equipment and frequently for partially manufactured stock. It would be well for manufacturers and capitalists in England to give more attention to the possibilities of Canada in this respect. We have over one hundred and fifty branches of United States factories in Canada now. It is safe to say that three-quarters of them are equipped with the same machines as the parent factory. Their supplies, as far as possible, also will be purchased in the same market. How many plants have British manufacturers in Canada? Development along this line would help to keep trade within the Empire.

Imperial Preferential Trade.

MR. HARRY COCKSHUTT will move, on behalf of the Canadian Manufacturers' Association, the following resolution at the coming Congress of Chambers of Commerce of the Empire, to be held in Sydney, Australia, during September:

"Whereas, resolutions adopted in recent years by important commercial bodies throughout the British Empire have declared their belief that mutual preferential measures between the component parts will effectually promote the unity and prosperity of the Empire, and

"Whereas this belief is strengthened by the conditions existing in international trade competition by the growth of the British dominions as producing and consuming powers, and by their need for further development,

"Therefore be it resolved, that this seventh Congress of Chambers of Commerce of the Empire urges upon His Majesty's Governments in the United Kingdom, and in all British dominions, the advisability of arranging at an early date, to their mutual benefit and satisfaction, reciprocal trade measures with the other portions of the Empire."

This is merely a restatement of the Association's policy in regard to Imperial trade, as it has been stated many times before this. The idea is clear, nor is there any mistaking the meaning of the resolution. Basing its argument on the incontrovertible principle that the prosperity of the whole Empire influences vitally the prosperity of its component parts, the Association maintains that the prosperity of the whole will be increased, revivified, stimulated, by retaining to the utmost Imperial markets for Imperial producers. It means something to Great Britain to have the Daughter States strong, robust, producers of wheat to feed her urban millions, timber to supply her factories, pulp for her paper mills. By buying from the Colonies the vacant lands of the Empire will be peopled. Great Britain, where she now has to look to foreign countries for her grain and her meat, will have ample and overflowing supplies within her own Empire. Where now, too, she has straggling Colonies attempting to stretch over vast areas of territory, a source of weakness in defence, she will have sturdy allies more potent than any friendly alliance she could command in Europe. The turning of vast areas of Colonial territory into compact settlements by providing a favorable market for the settlers, will be a great work towards solidifying and strengthening the Empire as a whole.

The Business Situation.

CUSTOMS receipts for July, 1909, indicate a steady expansion of business. At the present rate of going the country will soon be back to the state of overflowing revenues, such as existed in the banner year of 1907. Receipts from customs for the month just ended totalled $4,913,156, an increase of $1,180,279 over July of last year, and within half a million of the amount collected in July, 1907. For the first quarter of the fiscal year the Customs revenue has been $18,003,143, an increase of $3,544,408, or almost twenty-five per cent. An era of prosperity is opening up which should carry records far above the high-water mark set two years ago. The improved conditions are being felt all along the line.

STEAMSHIP SAILINGS

Montreal to Liverpool—
Allan Liner, August 13, and weekly thereafter.
C.P.R. Liner, August 13, and alternate Saturdays and Fridays thereafter.
White Star-Dominion Liner, August 14, and weekly thereafter.

Montreal to Bristol—
Dominion Liner, August 14, and weekly thereafter.
C.P.R., August 7, and fortnightly thereafter.

Montreal to London—
Thomson Liner, August 14, and weekly thereafter.
C.P.R., August 8, and weekly thereafter.
Allan Liner, August 14, and fortnightly thereafter.

Montreal to Antwerp—
C.P.R., August 8, and weekly thereafter.

Montreal to Glasgow—
Donaldson Liner, July 22, and weekly thereafter.

Montreal to Havre—
Allan Liner, August 14, and fortnightly thereafter.

Montreal to Manchester—
Manchester Liners, August 14, and weekly thereafter.

Montreal to Rotterdam and Hamburg—
Canada Line, August 19, and fortnightly thereafter.

Montreal to Belfast—
Head Liner, about August 10.

Montreal to South Africa (Cape Town, Port Elizabeth, East London, Durban, and Delagoa Bay)—
Elder-Dempster, August 20.

Montreal to Nassau, Havana, Tampico, Vera Cruz, and Progresso—
Elder-Dempster, about July 13.

Montreal to Victoria and Vancouver, via Tehuantepec Isthmus—
Elder-Dempster & Co., August 16, to connect with the Canada-Mexico Steamship Line.

Vancouver and Victoria, B.C., to the Orient—
C.P.R. Liners, August 16, August 25, September 15.

Vancouver and Victoria to Australasia—
August 13, September 10, October 8.

INTERNATIONAL EXHIBITIONS

Bergen, Norway.—To celebrate the opening of the new Mountain Railway 'Bergensbanen," connecting Eastern and Western Norway, an exhibition will be held in Bergen from June 1st to September 15th, 1910. It will consist of three parts, a Home Touring Exhibition, permitting within certain limitations foreign exhibitions through a Norwegian representative; second, a Home Sporting Exhibition, permitting foreign exhibition in the same way as above, and third, a Domestic Industrial Exhibition. In explanation of the first two sections it may be stated that they are displays relating to touring and travelling, means of conveyance, hotel outfitting, and furnishing, catering, travelling requisites, fishing and hunting, drilling and gymnastics, fencing, life-saving and out-door games, riding, trotting and cycling, sailing and rowing, winter and mountain sports, sporting huts with outfit and emergency salvage appliances.

Turin, Italy.—To commemorate the fiftieth anniversary of the proclamation of the Kingdom of Italy, the nations of the world will be invited by Turin and Rome to meet at a festival dedicated to the conquests of Art and Industry from April to October, 1911. The exhibition at Rome will Be historical, archaeological and artistic, while Turin will relate exclusively to industry. Programmes that have been received indicate that the exhibition will be conducted on an elaborate scale, as there are in all 26 groups of industrial displays, divided into 167 classes. A determined effort is being made to secure displays of industrial novelties as well as processes of manufacture. Full details as to the time for making entries, regulations to be complied with, supply of water, lighting, heating and power, etc., will be supplied on application to the Canadian Manufacturers Association, Toronto.

South Africa.—The proposition to hold a South African National Union Exhibition of an international character has been dropped on account of the uncertainty of the date of the opening of the first Union Parliament. Instead a South African Exhibition will be held of national scope, with the added feature, however, of an international show of agricultural implements, electrical appliances, motor cars, etc.

Brussels Belgium.—The extent to which the exhibition at Belgium, commencing April, 1910, and lasting for six months, is being taken up is indicated by the statement that forty-eight Bradford, England, firms have subscribed $11,000 to a guarantee fund, towards the adequate showing of the goods of that city.

CUSTOMS RULINGS

Board of Customs Decisions.

	Tariff Item.	British Pref. rate. per cent.	General Tariff rate. per cent.
Viscol, manufactured by the Viscol Co., East Cambridge, Mass, as leather dressing.....	252	15	27½
Seamless steel pipe over 4 inches in diameter with spigot ends..	400	20	30
Sarvin wheels, ironed in part, as per sample, for use in the construction of carriages....	592	22½	35
Soleol (so-called), imported from The Viscol Co., East Cambridge, Mass.....	232	17½	27½
Kerosene motors for vessels...	453	15	27½
Protectographs (so-called), being articles valued at about $35 each, designed for perforating and marking cheques, etc.	453	15	27½
Cold water paints (so-called), not being lead,—			
When dry.....	246	15	22½
When liquid.....	247	20	30

Department Decisions.

Pop-corn fritters (sugar-coated pop-corn)	141	22½	35
Rubber-coated carriage cloth..	562	20	30
Salt imported in three-pound sacks, 100 of these sacks being placed in a barrel, both the outer and inner packages are held to be subject to duty....	41	..	25

Exemption from Special Duty.

The Department has decided that until otherwise ordered, the special duty (dumping) clause, does not apply to tin plate or to electrical soldering irons imported into Canada.

WHAT A PERMANENT TARIFF COMMISSION COULD ACCOMPLISH

By Mr. G. M. Murray
General Secretary Canadian Manufacturers Association

Such a Commission, Mr. Murray Maintains, would take the Tariff out of Politics. Duties would be fixed Scientifically upon Definite Information Regarding the Cost of Production at Home and Abroad. Log-rolling would cease.

[*The following article has been contributed by Mr. Murray, with the idea of supplying a basis for an intelligent discussion of the Tariff Commission question. It is not to be considered as an official expression of the Association's views; in fact, its preparation was the result of some divergence of opinion among the individual members. In investigating the subject Mr. Murray attended the National Tariff Commission Convention in Indianapolis, where the subject was discussed by many of the most prominent public men of the United States. The arguments there advanced, modified so as to conform to local conditions, have formed the groundwork of the present article. It might be added that criticism of the present system of tariff making is dictated by no political animus. It is recognized that under the system now in vogue any Government would be liable to similar criticism.*—THE EDITOR.]

TO Mr. W. K. McNaught, M.L.A., belongs the credit for being the first one seriously to advocate the idea of a permanent Tariff Commission for Canada. It was in the fall of 1903, when Mr. McNaught was Chairman of the Association's Tariff Committee, that upon his representations the Committee reported to the Annual Meeting of the Association in the following terms:

"Dealing with the whole tariff problem, we must be gratified with the fact that Canadians are more and more viewing the situation from a national rather than a political standpoint, and that both parties recognize the necessity of protecting the manufacturing industries of the country. Such serious difficulties, however, are presented in defending our own industries from foreign competition, in mastering the complexity of details which a wise administration of the tariff demands, and in preserving stability while keeping pace with necessary changes in the Canadian tariff, that we should seriously consider whether the time has not arrived when a permanent tariff commission should be appointed, who would carefully and consistently deal with every phase of the question from a purely business standpoint. While such a commission, being simply advisory, would have no power to alter or amend the tariff, their unbiased recommendations would certainly carry great weight both with the Government and the Canadian people generally."

In consequence of this report and the discussion which ensued the Association decided to place itself on record in the form of the following resolution:

"We recommend that the Dominion Government establish in Canada a permanent Tariff Commission of experts who shall have constant supervision of tariff policy and changes, and shall follow closely the workings of the Canadian tariff with a view to making such recommendations to the Government as will best conserve and advance the interests of the Dominion."

It will be noted that at that time the thought was to have an *Advisory* Commission that would make *recommendations*, based upon a careful investigation of the workings of the tariff. Latterly the views of those who have studied the problem with care have become somewhat modified, as will presently be pointed out.

The following year, in 1904, the Association in Annual Meeting reaffirmed this resolution, but from then until 1908 the question seems to have been more or less dormant.

President Hobson States Policy.

IN September last, however, President Hobson, in his inaugural address, revived the issue. In the course of his remarks, which were delivered in the presence of Sir Wilfrid Laurier, he pointed out that the Association had often been accused, wrongfully accused, of being actuated in tariff matters solely by selfish motives, and his answer to these accusations is so clear and so reasonable that it is well worth repeating.

"I have said," continued Mr. Hobson, "that our attitude towards the tariff is non-political. How high or how low it shall be, is, we believe, a business question, to be settled only after due consideration has been given to the rights of all classes of our population. While some may be inclined to think that our views are radical, we have no desire to be arbitrary or to force upon the country a policy which is arbitrary. Our only desire is to stand on reasonable ground, and to that end we will gladly submit our case to careful and unbiased investigation.

"It is in this spirit that I am authorized to state to you, Sir Wilfrid Laurier, that while we recognize that the responsibility rests upon the Government of the day of settling the tariff, this Association will heartily welcome the establishment of a permanent Tariff Commission to whom the multifarious details that enter into the tariff question might be referred for investigation and report. Such a suggestion does not flow from any desire to infringe upon the rights of Parliament or to restrict its responsibilities, but rather to aid it by bringing to bear upon the difficult and complicated tariff problems which are constantly calling for consideration the fullest possible light from every possible quarter."

It will be noticed that instead of a Commission acting in an *advisory* capacity to the Government, and making *recommendations* to the Government, what President Hobson suggests is a Commission that will bring to light *facts*, and report those facts not privately in the ear of the Government, but publicly in the ear of Parliament itself. The first proposal might be open to serious objections. One only needs to think for a moment what would happen if the Government declined to act on one of the Commission's recommendations to understand just what those objections are. For in that event either the usefulness of the Commission would be destroyed, or the Government would probably compromise itself in the eyes of the people. To ask them to create a Commission which might be the means of their own undoing seems to be going a little too far. One point must never be overlooked, and that is that the Government of the day must at all

times be left free to raise the revenues necessary for carrying on the work which they have set themselves to do. It is quite conceivable that the recommendations of a Tariff Commission might, if acted upon, curtail those revenues to a point where it would cause the Government serious financial embarrassment. The amount of revenue to be raised by means of the tariff is purely a matter of policy which Parliament must decide for itself. But it is surely not unreasonable to ask Parliament when determining the articles from the importation of which this revenue is to be raised, and the relative proportion of that revenue which each article shall pay, that they shall do so intelligently. And how can they do so intelligently without a full knowledge of the fundamental facts of what may, after all, be regarded as their business?

Facts are Wanted.

THE facts are what we all want. The protectionist needs them because he cannot wisely protect any business until he knows everything about that business. The Free Trader needs them to make sure he is not getting the short end instead of the long end of the deal. Parliament needs them so that it can classify scientifically the flood of imports that is sweeping through the doors of our great Dominion, and then so adjust the duties on those imports that it will achieve the maximum good with the minimum of evil.

When a private industry contemplates branching out in some new enterprise, it does not go about it in any haphazard manner. A railroad company planning to build a new road, or to extend an old one, does not refer the work to the clerks in its office, nor to the heads of the freight department, nor to the heads of the passenger department. It summons to its aid experts who have made a life study of such things, and instructs them to make the carefullest investigation into the resources of the territory to be served, the population it will probably be able to support, the climatic conditions likely to be encountered, the cost of constructing the line, the cost of equipping it, the cost of operating it, the taxes it will be required to pay, the various Provincial laws to which it will be subjected, and a hundred and one other things. It is an exceedingly complicated problem, the successful solution of which can only be had by the exercise of well seasoned business judgment after all the facts and conditions have been ascertained.

Every business corporation in Canada to-day proceeds in the same way, that is to say every one except the Canadian Government, which is the biggest and most important of them all. It has assets running into untold millions that have never been touched. Its annual revenue is over ninety-four million dollars, and its annual outlay something in excess of that amount. It has a funded debt of two hundred and sixty million dollars, yet it continues to conduct its business affairs in a way that would quickly drive any less richly endowed corporation into bankruptcy. While marked advances and improvements are noticeable in all other branches of Canadian activity, our Government, in the important work of framing a tariff clings to methods that were out of date half a century ago.

Commissions on Other Questions.

NOW why our parliamentarians should cling to out of date methods and decline to call to their aid a commission on tariff matters is difficult to understand, for commissions have been established to ferret out facts in many questions of far less importance. Without going farther back than last year we find that a Royal Commission was appointed to enquire into the conditions surrounding employment in the telephone exchange in Toronto; another Commission made similar enquiries with regard to the cotton industry in the Province of Quebec; a third one was instructed to make certain investigations into the conduct of affairs in the Department of Marine and Fisheries, while a fourth one was engaged upon the work of defining our rights as regards the use of International waterways. Now if it was necessary to turn the limelight of truth and fact upon the conditions surrounding employment in telephone exchanges and cotton mills, in which, after all, comparatively few are interested, if it was necessary to summon experts to find out whether we were getting full value for the money we spent upon the Department of Marine and Fisheries, which is only one of a dozen different departments at Ottawa, if it was deemed desirable to come to an understanding with our neighbors to the south as to the use of boundary waters, how much more desirable and more necessary is it that we should have in our service a commission of non-partisan, broad gauge men of business to bring to light all the facts bearing upon our tariff, which is vastly more important, more intricate, and more difficult of satisfactory adjustment than all the rest put together.

During the debate in the United States Senate on the Aldrich Bill a few weeks ago, Senator La Follette, of Wisconsin, gave expression to what was unquestionably the sentiment of right thinking people everywhere when he said,—"This Bill will bear upon the people of this country—ninety millions of them—either fairly or unfairly, justly or unjustly. I tell you it is of tremendous consequence what we do here each day. We pass a paragraph, or a schedule, and . . . . we do not know how much it is going to take out of the earnings or savings of this family or that family, and we ought to know." The attitude of the manufacturers is, or should be, exactly the same as the attitude of Senator La Follette. They do not want to thrive at the expense of some other section of the community. Nor should any section of the community want to impose conditions that would prevent the manufacturers from realizing a fair profit on their investment. Modern society is so complex that one element can continue to thrive only as other elements continue to thrive. Each is interested in the prosperity of the other, but it is impossible for any one section to contribute intelligently to the prosperity of another section unless through the aid of expert investigators it is placed in possession of full information regarding the conditions that are necessary to that prosperity.

How Present Tariff Was Made.

BUT the objection will be raised, did we not have a Tariff Commission, and is not our present tariff based upon the report of that Commission? The answer is both yes and no. We had a Commission, it is true, but not a Commission of the kind this article is advocating, nor can our present tariff be said to be framed upon its findings. In the first place the Government made a fatal mistake by selecting all the members of its Commission from its own Cabinet. However able these gentlemen may have been as Parliamentarians or as statesmen, it is extremely doubtful if they had the business experience necessary to qualify them to act in the capacity chosen. Nor did they have the time to do justice to their important task. Each of them was more or less engaged with the politics of his own constituency. Each of them had the work of his own Department to attend to, and it goes without saying that the Cabinet Minister who discharges the duties of his portfolio conscientiously has little time for outside affairs. But in addition to these duties they undertook, with the aid of a couple of secretaries, and between sessions, to do what the German Tariff Commission of thirty members with a clerical staff of over 500, and with over 2,000 trade and industrial experts constantly available for consultation purposes took six years to accomplish.

Those who were present at sittings of the Tariff Commission will, no doubt, be able to form their own conclusions as to the likelihood of its being able to make satisfactory adjustments. The room in which the Commission took

evidence was usually crowded with people, each the advocate of a particular interest. Their witnesses were, therefore, biased, and to get the truth from biased witnesses is always a most difficult task. The members of the Commission, clever and well informed as they were, lacked the technical knowledge to enable them to detect extravagance or distortion in the witnesses' statements. And even if in some instances they possessed that technical knowledge they lacked the time to make the necessary enquiries upon which to correct those extravagances or distortions.

And what happened after it was all over? It is a standing joke around Ottawa, though apparently one for which there is all too much foundation in fact, that after the shorthand evidence had all been transcribed and neatly bound in sets of several volumes each, a set was sent to each Commissioner only to be deposited by his orders in the musty vault attached to his department where it has remained from that day to this unopened and untouched! When in a civil action involving a few thousand dollars a large amount of evidence is submitted, the trial judge will depute some officer of the Court to go through it all to separate the wheat from the chaff, to check up one part against another and thoroughly to digest it. But here is an illustration of a transaction affecting over six million people, from whom a revenue of nearly fifty million dollars is to be collected, being disposed of by those who heard the evidence without the formality of any such digestive operation, but solely with the aid of a few notes and their recollection of what was said by the thousands of witnesses who appeared before them.

Where Private Interests Enter.

AND yet, strange though it may seem, it is actually reported and generally believed that the first draft prepared by the Commission with these scant aids was a good tariff, immeasurably better than the tariff we are working under to-day. But it still had to run the gauntlet of Council, and it is in Council after the close of public sittings, and when only the chosen few can reach the ears of Cabinet Ministers, that politicians and class interests are able to get in their most effective work. The pressure which is brought to bear at times like this upon Ministers is such that they can ill afford to refuse, and to achieve their end they find themselves compelled to adopt the "You vote for my amendment and I'll vote for your amendment" policy. Presumably this is what occurred in Ottawa after the Tariff Commission submitted its first draft, for when the tariff finally passed Council it is said to have been moulded into a shape that even its framers would have failed to recognize.

We have, of course, no means of knowing just how extensive those changes were. Members of the Council alone know, and they are not likely to tell. But over at Washington the same methods of log-rolling prevail, only there we are able to see what the changes are when the Bill is reported to the Senate after passing the House of Representatives. A tabulation of the differences between the Payne Bill as reported to Congress and the Aldrich Bill as reported to the Senate shows results that are little short of startling. The items below are only a few taken at randon out of hundreds that might be quoted:

INCREASES.

	Payne.	Aldrich.	Percentage of Increase.
Varnishes	25%	35%	40
Iron Ore	Free	25c. ton	
Horse Shoes	½c. lb.	¾c. lb.	50
Antimony as regulus	¾c. lb.	1½c. lb.	100
Saccharine	50c. lb.	75c. lb.	50
Barley	24c. bush	30c. bush	25
Corn or Maize	15c. bush	20c. bush	33⅓
Oats	15c. bush	20c. bush	33⅓
Rye	10c. bush	20c. bush	100
Cabbage	2c. each	3c. each	50
Tallow	Free	½c. lb.	
Flax Straw	Free	$5 ton	
Woollen Rags	6c. lb.	10c. lb.	66⅔
Champagne (quarts)	$8 doz.	$9.60	20

DECREASES.

	Payne.	Aldrich.	Percentage of Decrease.
Crude Gypsum	40c. ton	20c. ton	50
Bar Iron	$8 ton	$6 ton	25
Wire Rods, (worth 4c. lb. or less)	$8 ton	$6 ton	25
Wire Rods, (worth over 4c. lb.)	$15 ton	$12 ton	20
Malleable Iron Castings	$18 ton	$14 ton	22
Sugar Beets	25%	10%	60
Chicory	5c. lb.	2½c. lb.	50
Powdered Cocoa unsweet'd	9c. lb.	5c. lb.	44
Cocoa Butter	5c. lb.	3½c. lb.	30

Now the question naturally arises, could the Senate and House Committees have had the same information. We know that the Ways and Means Committee of the House of Representatives was taking evidence for weeks prior to the opening of Congress. This Committee had power to subpoena any witnesses whom it chose to call into its presence, and if actuated by sincere desires to arrive at the truth, and if given time for the accomplishment of this object, there is no reason why the Bill it reported should not have been a just and reasonable one. Yet the fact remains that out of 472 dutiable items in the Payne Bill, as it passed Congress, 235 were altered before the Bill reached the Senate. Why these many differences? What explanation can there be except that the two committees were differently informed, or insufficiently informed, or both?

Applying this to what took place in Council at Ottawa, did the Ministers who were responsible for the changes effected possess more information than those who spent months going about the country collecting evidence, or did they respond to the pressure of class interests? Were the schedules amended on the principle of reasonable protection and equal justice or was it simply a case of pull?

A New System Needed.

IF, as unfortunately seems to be the case, political pull plays a larger part in the framing of our tariff policy than the exercise of sound judgment based upon a knowledge of economic facts, is it not time that we gave our whole tariff policy a thorough overhauling and started afresh on a new basis? Under the plan proposed, the danger of political influences interfering with the proper adjustment of tariff schedules would be minimized, because in the first place, Parliament and the public, with full knowledge of the facts, would be able to deal with each item absolutely on its merits, and in the second place the opportunity for trading votes in favor of one increase or decrease against votes in favor or some other increase or decrease would disappear, for the Commission would investigate only one subject at a time, and the rates of duty relating to that subject would be fixed by Parliament immediately following the submission of the Commission's report.

The Outlook, in an editorial published July 3rd, sums up the situation very concisely when it says:

"A general revision gives too many opportunities to build up a community of interests. Senator Nelson, of Minnesota, told the truth when he said in a speech in the Senate: 'Let us recognize the fact that with a tariff bill it is just as it is with a river and harbor bill. There is no use disguising it. You tickle me and I tickle you. You give us what we on the Pacific coast want for our lead ore, and for our citrus fruit,

and we will tickle you people of New England and give you what you want on your cotton goods.' In the House, New England Congressmen boasted to friends how they had traded votes against free lumber for votes in favor of free hides. This log-rolling, destructive to the interests of the whole country, would be much impeded if certain schedules should be taken up for revision this year and others next year, and still others the year following. If hides and leather were to be considered without reference to lumber, the chances for building up a trading combination would be greatly diminished. The schedules would be far more likely to be disposed of on their merits than they are under the existing arrangement."

In these day of progress and advancement we cannot afford to lag behind the times. We must keep our eyes open to see what our competitors are doing, and, if possible, profit by their example. Mention has been made of the German Tariff Commission. Germany has the most scientific tariff of any country in the world to-day. Its classifications are clear and accurate, and immeasurably more extensive than our own, while the evenly balanced protection it affords has enabled that country to become the world's greatest exporter of manufactured goods.

Germany's Businesslike Method.

HOW did it devise such a tariff? Simply by the common-sense plan of having a commission of experts do the work for it. It selected for the task thirty of the ablest and best fitted men to be found in the Empire. These thirty divided the work up into departments, one for textiles, one for wood products, one for iron and steel products, one for chemicals, etc., and placed a committee in charge of each. For the clerical work alone a staff of 500 was found to be necessary to collect and classify the facts which these committees brought to light. In delving for those facts they had the assistance of more than 2,000 trade and industrial experts, some all the time, some only part time. They investigated every phase of every industry in the Empire to familiarize themselves with the materials used, the cost of same, the methods employed in producing, the wages paid, the proportion of machine labor, and the proportion of manual labor entering into each product, the cost of production, the market available, and anything else which might have a bearing upon the tariff to be imposed. They considered these industries first separately, and then in relation one to another. When they had done all this they investigated the industries of every other competing country, in order that they might be able to make intelligent comparisons. They studied the tariffs of those countries and the possibility of exporting to them. In short, every consideration that enters into the making of a tariff was worked out by this Commission to the minutest detail. It took them six whole years to do it, but when they were through they had a tariff that was a real tariff, one where every item was placed exactly where it belonged, and the rate of duty on it figured out with scientific accuracy.

Now if Germany with an area no bigger than one-tenth of the habitable area of Canada, with a soil, a large part of which is bare and unproductive, loaded down with taxation to maintain the most expensive army and navy in the world, can, by means of such a tariff, and through the negotiation of trade treaties with countries necessarily more or less jealous and hostile, place itself in the front rank of industrial countries, what are the possibilities ahead of Canada with her unparalleled resources, her potential population and her advantageous position as a part of the British Empire if she will only seize the opportunity to get started right which a permanent Expert Tariff Commission would afford?

What Other Countries Are Doing.

FRANCE has a permanent Tariff Commission. Japan has had a permanent Commission at work for the past five years and its first report will not be made until 1911. It may be a matter of interest to mention that at various times during the past three years Canada has been visited by agents of the Japan Commission who have made it their business to enquire into the methods of production employed by large manufacturing industries here, and to ascertain as far as possible what it cost to produce the various kinds of goods made. Anticipating the adoption of a protective tariff by the United Kingdom, a semi-official commission has been at work for some years now eliciting information of every conceivable kind requisite to the preparation of a scientific tariff. Australia is beginning to waken up to the necessity for similar action as evidenced by the fact that at the Fifth Annual Conference of Chambers of Manufacturers of the Commonwealth held last November, a resolution was passed urging the Federal Parliament "to appoint a permanent tariff standing committee composed of thoroughly qualified expert persons, such committee to have power to fully investigate all matters in connection with the tariff regarding anomalies." In the United States, as a result of the Indianapolis Convention, an organization, with which over six hundred industrial, commercial and civic associations in all parts of the United States are affiliated, has been formed for the avowed purpose of securing a permanent tariff commission for the following purposes:

1. The collecting, and intelligent, thorough and unprejudiced study of tariff facts.

2. The preservation and promotion of our domestic, and the development and enlargement of our foreign trade.

3. The accomplishment of this by reciprocal trade agreements, based on maximum and minimum schedules.

4. The adjustment of the tariff schedules so that they shall affect all interests equitably.

5. The fixing of the rates of duty to be paid on the imports from any foreign country, within the limits of the maximum and minimum rates established by Congress, under reciprocal trade agreements negotiated by or under the direction of the President, in order thereby to develop and protect our foreign trade by the means favored by President McKinley and authorized by Secs. 3 and 4 of the Dingley law.

If Germany, France and Japan have found it advantageous to delegate the important work of tariff building to a commission of experts, if the trend of public opinion in the United Kingdom, the United States and Australia is in the same direction, is it not time that we Canadians who have so much to fear from the competition of the countries mentioned adopted similar up-to-date methods of ensuring the maximum development of our resources?

The introduction into our tariff of Preferential and intermediate schedules furnishes another reason for the creation of such a Commission, for in the negotiation of tariff treaties with other countries the aid of a Commission of expert investigators would be indispensable. Every up-to-date nation except the United Kingdom and a few of the South American Republics has adopted the maximum and minimum tariff plan. The tariffs of some of the South American countries are out and out protective; the tariffs of the United Kingdom, Persia, Abyssinia and China are purely revenue; all other countries have a double schedule which enables them to negotiate treaties for the extension of their foreign trade. Now if the negotiation of such treaties has become part of our settled policy, as seems to be the case, why should it not be done with an intelligent comprehension of all the facts regarding interests that are to be affected? After the Ministers of Finance and Marine and Fisheries arrived in Paris in the summer of 1907 for the pur-

pose of negotiating the new Franco-Canadian Treaty they were obliged to cable back to Canada for information as to manufactured articles which, under more favorable treatment, Canada might hope to export to France! Is it fair, is it reasonable, that in matters of such far-reaching importance where thousands of our business men and tens of thousands of our working forces are affected, our negotiators should enter upon their task with so little preparation? Would it not be vastly preferable to delegate such duties to men whose life effort was to keep in touch with producing and consuming interests. In the one case our country would stand a good chance of being tied up by treaties that would prove little short of ruinous, while in the other case there would be every reason to expect that treaties would be effected which would work out to our lasting benefit.

Objections and Answers.

DEALING with the objections that we hear raised against the appointment of a permanent Tariff Commission, the first is that it would be interfering with Parliament's right to raise money by taxation. The Commission proposed would not fix rates of duty; it would not even recommend rates of duty. All it would do would be to dig out the cold, hard, material facts, from which there is no getting away, so that Parliament with those facts in its possession could legislate intelligently.

"It would prove too expensive," say a section of the Liberal press, who estimate that the country would have to pay the Commissioners from eight to ten thousand dollars a year each, supply them with large and well equipped offices, surround them with an extensive and well paid staff, and foot their bills for travelling. Such an objection would seem to be about on a par with the refusal of a manufacturing concern to install a system of cost keeping on the ground that is was able to get along and was making a small profit without such an aid.

"It would keep trade constantly disturbed," says the Toronto *Globe*, which delights to dwell upon the advantages of a stable tariff with changes only once in ten or fifteen years. Has anyone ever heard that the reports which the Tariff Commissions of Germany and France are constantly making disturb the trade of those countries? The *Globe* apparently mistakes the function of the Commission altogether. If it conducted its investigations in a haphazard way, and submitted reports at each session of Parliament covering the whole scope of our importations it would follow as a matter of course that these investigations would be more or less superficial, and that any action taken thereon at one session would probably have to be corrected the year following. But with a Commission reporting on only one class of imports at a time, and making its report so thorough that the public could feel sure the last word had been said, it would be possible for our legislators to reduce the tariff gradually to a basis where no further changes would be necessary, at least until such time as conditions themselves had materially changed.

But, it will be objected by others, the Government could not be trusted to appoint impartial men, and unless the men were impartial the Commission would degenerate into a tool of politics. It would indeed be an unfortunate thing for Canada if the record of the Government in the matter of appointments to Commissions justified such a criticism. But does it? Did we not hear these same objections raised when the creation of a Railway Commission was projected? Alarmists predicted at that time that the Commissioners would practically be appointees of the Railways, or that the railways would so ingratiate themselves with the Commissioners that they would be able to get almost anything they wanted. These predictions have failed to be realized. On the contrary the Board of Railway Commissioners is one of the most useful and valuable institutions we possess, and no one, not even those who opposed its creation, would now dream of doing away with it.

The Integrity of Governments.

IT is not surprising, of course, to hear objections of this kind advanced by people who are always ready to suspect the Government of ulterior motives. The same objection was urged most forcibly in literature circulated at the Indianapolis Convention by parties who, for reasons best known to themselves, were anxious to kill the movement in the United States. But had these parties been present they would have felt ashamed of themselves for their suspicions when manufacturer and farmer alike, producer and consumer, Northerner and Southerner, Republican and Democrat, from the same platform declared their unbounded confidence in the integrity of President Taft, and their firm belief that any appointments he might make would not only be above question, but would be absolutely the best appointments from the material available anywhere in the United States. If we in Canada had a little more confidence in the integrity of our statesmen in matters of this kind, we would probably have less cause for complaint.

"Are we prepared," ask others, "for the publicity which such a Commission might give to private details of our business in which the public are not concerned?" Those who are uneasy on this score seem to fear that once the Commission is established, certain sections of the community that have been worked up to a state of great indignation by anti-combine articles like those which recently appeared in the Toronto *Star*, will come forward and demand an investigation into the affairs of nearly every manufacturer on the ground that he is getting exorbitant prices for his goods. While it is quite possible that investigations of this kind might be demanded it does not follow that they would be made by the Commission unless the plaintiffs were able to make out a *prima facie* case. To assume otherwise is to assume that the Commission was appointed for the persecution of individual interests rather than for the protection of all interests. No Commission of honorable and right-thinking men would allow themselves to be made the tools for ruining successful business enterprises by the mere say so of some third rate editor. It might be their duty to take cognizance of all complaints whether of too high or too low a tariff, but their preliminary investigations, to which no publicity need be given, would in many cases speedily convince them that the complaints were unfounded.

The objections mentioned above are the only ones worthy of being classed as such, and it will be seen that they can all be easily cleared away. There are some people, of course, who will continue their objections upon one technicality or another, but one is forced to conclude that they do so, not from honest conviction, but because they do not want the facts known. And they are not manufacturers either, but politicians who want to keep the tariff in politics so that it may be used as a means to gratify their ambitions and to further their own selfish ends.

A Business Proposition.

SURELY it is time that the tariff ceased to be made the football of party politics. Let us elevate it to the level of a business issue, where it rightly belongs. Adapting the words of Ex-Governor Guild, of Massachusetts, to conditions in Canada, let Parliament continue to divide the dutiable from the free, let it continue to fix the rates of duty that shall apply, but let it have for tariff legislation as for other legislation, a source of information which can be relied upon as official, impartial, exhaustive, freed from class and political influences, such information in short as can only be secured through the agency of a permanent, non-partisan commission of experts, the members of which are men of wide experience, well seasoned judgment and irreproachable character.

THE MANUFACTURE AND PROPERTIES OF NICKEL STEEL

By Mr. S. B. Chadsey

Of Canadian Laboratories, Limited

Nickel Steel is one of the most Important of the Steel Alloys. Mr. Chadsey Compares its Properties with those of other Alloys.

DURING recent years there has been a remarkable development in the production and use of what are known as "Alloy Steels," that is to say, of steels which, in addition to carbon, contain one or more elements that in a special way determine their character. This definition is not, it is true, entirely satisfactory owing to the fact that all steels contain varying percentages of sulphur, phosphorus, manganese and silicon, all of which are influential in affecting the character of the material, but which do not under ordinary circumstances, and as regularly incorporated in the product, give rise to an "alloy steel." It is to be understood that the special alloying ingredient must be either more or less unusual, or else be present in unusual percentages before it produces a steel which may be so classified, and general experience on the part of manufacturer and user will then serve to render the definition sufficiently clear for the purpose.

Iron and carbon are regarded as the two main constituents of steel, and if one special alloying ingredient is present the product is called a ternary steel; if two alloying ingredients it is styled quaternary. Nickel steel, therefore, composed mainly of carbon, nickel and iron, belongs to the ternary class, while nickel-chromium steel falls under the heading of the quaternary. Still more complex products are in frequent use, and it is consequently evident that the development of these materials presents a practically inexhaustible field for investigation and research. Such investigation is both laborious and costly, and where the difficulties that have to be overcome are considered it is not to be wondered at that progress upon the whole is comparatively slow. With this fact in mind the results of the labor of the past twenty or twenty-five years in relation to these matters are certainly very striking, embracing as they do some of the most remarkable and valuable discoveries in the history of the metallurgical arts.

Definition of Terms.

In determining the quality of metal that is to serve as a structural or commercial material certain standard static tests have long prevailed, as a basis of judgment, while more recently it has been found that dynamic tests involving the rapid application and removal or reversing of stresses are frequently of very great value. As the terms relating to these tests must occur more or less in the course of succeeding paragraphs, we may turn for a moment to a consideration of their meaning, although they are, it is true, to a large extent self-explanatory.

When a bar of wrought iron or steel is subjected to a gradually increasing tensile stress it tends to become elongated to an extent at first proportional to the amount of the force applied, while, if the tension is removed, this deformation disappears, or in other words the bar returns to its original length. If, however, the stress exceeds a certain point, the elongation becomes greater than the proportional amount, and if the tension be then removed, the bar will fail to regain its original dimensions, and will consequently show a definite "permanent set" or extension. An illustration, using data given by Professor Bradley Stoughton, will serve to make this clear.

A bar of wrought iron two inches in length and one square inch in section will stretch about .0007 of an inch under a tensile stress of 10,000 pounds, and if the stress is removed the bar, as an elastic body, will regain its length of two inches. If a stress of 20,000 pounds be now applied the elongation will also be doubled, amounting to .0014 of an inch, and again this elongation will disappear if the force is removed. When, however, a load of 30,000 pounds is applied, the extension will slightly exceed the proportional amount of .0021 inch, and after the load is removed it will be found that the specimen will fail quite to regain its two inch length. It will have suffered a "permanent set." Now, the force that is just necessary to produce such a permanent set is known as the "elastic limit" of the material, and like other values in relation to these tests it is usually expressed in pounds per square inch of section.

If now the tensile stress be gradually increased beyond the elastic limit, the bar will continue to stretch, the metal "flowing" meanwhile in a manner characteristic of ductile bodies. This extension involves, as a necessity, a reduction in the diameter of the test piece, this reduction being distributed throughout its entire length with a degree of uniformity dependent upon the homogeneousness of the composition of the material. Eventually, however, as the force continues to increase, and just before the breaking point is reached, the bar usually becomes more distinctly reduced or "necked" at the point where the fracture is about to occur. After the piece has been broken the total elongation is expressed as a percentage of the original length, which is usually either two or eight inches. The "reduction of area," that is to say, the area of the original cross section minus the area of the section at the point of fracture is given as a percentage of the original area, and its amount is frequently very striking, especially in the case of soft steels. The "percentage elongation" and "percentage reduction" are considered as an index of the ductility of the metal under a gradually increasing load.

The tensile or ultimate strength is the load per square inch of the original section that is required to produce fracture.

In connection with these tests the relation of the elastic limit to the ultimate strength is of great importance, and the percentage of the former to the latter is known as the "elastic ratio." The greater the elastic limit as compared with the ultimate strength the higher will be the elastic ratio.

Fatigue of Metal.

Let us now refer to the effect of rapidly repeated or alternated stresses upon a bar of steel. It has been found that by rapidly applying to a bar, and relieving it of a stress that is much less than the static breaking force, the bar will eventually fail or suffer fracture. This effect is even more speedily produced if alternating stresses are applied, whereby parts of the test piece are alternately subjected to tensile and compressive force. Such failure is described as being due to "fatigue" of the metal, and the remarkable feature of such

"fatigue" fractures is that they may be brought about by forces less than the elastic limit of the material. The nearer the forces are to the elastic limit, however, the more speedily will failure occur, and in this fact we may see the advantage possessed by a steel the elastic limit of which is high over one in which it is comparatively low. Evidently a given alternating stress will rupture the bar of lower elastic limit under a smaller number of applications since it will approach that limit more nearly than in the case of the one with the higher value; and when we reflect upon the parts of common structures and mechanisms that are subjected to just such repeated or alternating stresses—members of bridges, crank shafts of engines, car axles, propeller shafts, and so on—we realize at once the practical application of these considerations.

Alloying of Steel and Nickel.

Nickel steel, as a commercial article, is the product of the last twenty-five years, and its extended use covers a considerably shorter period. For although the union of nickel and iron in the form of meteorites had long been known, and although earlier tentative work had been attempted by several investigators, difficulties associated with the practical alloying of the metals, and more especially with the production of nickel on a commercial scale had not been overcome previous to 1885. In this year a fairly active manufacture of both nickel and nickel steels was begun in France. At the works of M. Marbeau at Montataire, and four years later, in 1889, Mr. James Riley laid before the British Iron and Steel Institute the results of his investigations upon "alloy of nickel and steel." Mr. Riley's work was prompted by reports regarding the French product, and his contribution served practically to introduce the subject to the British and American public, and did very much to arouse interest in the possibilities of the new material. During the succeeding ten years considerable quantities were produced both in England and the United States, and attention was directed particularly toward its suitability for armor plates. In 1889 Mr. Robert A. Hadfield of Sheffield, England, presented to the Institution of Civil Engineers the outcome of an elaborate series of tests which he had conducted to determine the influence of varying percentages of nickel upon steel of a uniformly low carbon content. The series embraced fourteen different alloys of nickel and steel, the nickel varying from about 0.25 per cent. to 50.00 per cent., and exhaustive tests of various physical properties—strength, durability, hardness, bending, welding qualities, etc.—were conducted upon each member of the series. It was a

Hadfield's Tests of Nickel-Steel Alloys.

Specimen Mark.	Analysis.			Unannealed Test Bars. Load in tons per sq. inch				Annealed Test Bars. Load in tons per sq. inch.			
	C.	Mn	Ni.	Elastic Limit.	Breaking Load.	Elongation.	Reduction of Area.	Elastic Limit.	Breaking Load.	Elongation.	Reduction of Area.
				Tons.	Tons.	Per cent.	Per cent.	Tons.	Tons.	Per cent.	Per cent.
A	0.19	0.79	0.27	19	31	35	56	20	28	37	52
B	0.14	0 75	0.51	20	30	35	62	21	27	41	63
C	0.13	0.72	0 95	25	33	31	53	20	27	41	63
D	0.14	0.72	1.92	26	34	33	55	22	31	36	53
E	0.19	0.65	3,82	28	37	30	54	25	33	35	55
F	0.18	0.65	5,81	28	41	27	40	28	27	33	51
G	0.17	0.68	7.65	31	49	26	42	30	45	26	41
H	0.16	0.86	9.51	42	85	9	18	32	56	2	2
I	0.18	0 93	11.39	65	94	12	24	45	89	12	26
J	0 23	0.93	15 48	55	94	3	2	..	68	1	1
K	0.19	0.93	19.64	47	91	7	6	45	87	5	4
L	0.16	1.00	24.51	32	77	13	14	25	78	14	8
M	0.14	0.86	29.07	25	38	33	44	16	37	48	51
N	0.16	1.08	49,65	No test made.				15	36	49	53

masterly investigation, and while it is impossible in this place to give even a summary of all his results, it may be of interest to submit one of his tables showing the carbon, manganese and nickel contents of the various specimens, and some physical properties in the unannealed and the annealed condition.

An Increasing Demand.

Since the time of the publication of Hadfield's paper there has been a steadily growing demand for nickel steels, and at the present time they constitute the most important of all steel alloys, and are more abundantly used than any other. The largest consumption of nickel alloy is for armor plate, but owing to the fact that this material also contains chromium, and is consequently a quaternary steel, it may be omitted. Other important uses are in connection with structural parts of bridges, etc., subjected to severe strains, steel castings, engine forgings, axles for railway cars, automobiles; shafting, especially for propeller shafting and other parts of marine construction, cables, ordnance, and general mechanical parts requiring special endurance under varying loads.

In point of composition of the greater proportion of the commercial alloys, the nickel lies between the ranges of 2.75 and 4.50 per cent., while the more common range is that included within 3.25 and 3.75 per cent. The carbon is usually between 0.20 and 0.40 per cent.

Qualities of Nickel Steel.

The explanation of the widespread use of these steels in spite of their higher cost as compared with ordinary carbon steels is to be found in the special physical properties produced by the addition of nickel. The most marked difference between these and carbon steels lies in the fact that a higher elastic limit can be obtained with nickel steels without any very great loss of ductility. This may be seen by referring to Hadfield's table and comparing the first five members with each other; and in general it may be stated that 3.50 per cent. of nickel will raise the elastic limit about 50 per cent. with a loss in ductility of only 15 or 20 per cent. The following figures given by J. G. Eaton, of the U. S. Navy, indicate even higher results.

*A basic open hearth steel of the composition:—

Carbon .....0.25 per cent.
Sulphur .....0.023 per cent.
Phosphorus .....0.010 per cent.
Manganese .....0.68 per cent.
Nickel .....3.30 per cent.

showed under test:

Elastic Limit.....62,700 lbs. per sq. inch.
Ultimate Strength.....87,580 lbs. per sq. inch.
Elongation in 8 in.....22 per cent.
Reduction of Area....52 per cent.

While a bar of the same composition save for the absence of nickel gave:

Elastic Limit.....34,420 lbs. per sq. inch.
Ultimate Strength....62,410 lbs. per sq. inch.
Elongation of 8 in.....26.75 per cent.
Reduction of Area....58.5 per cent.

We have already pointed out that the raising of the elastic limit has a marked influence upon the resistance of a steel to fatigue, and it is upon this fact that the usefulness of nickel steel largely rests. The addition of 3.50 per cent. of nickel to a carbon steel imparts to the product about six times the life under repeated and alternating stresses, an advantage that will be most fully appreciated by those who have suffered the losses and delay caused by the frequent failure of important mechanical parts. One of the great advances in marine construction has been the adoption of the hollow nickel pro-

Journal Iron and Steel Institute, 1895.

peller shafts that are now used on nearly all of the larger vessels. In a rotatory shaft that is not in absolute alignment it is evident that a certain portion is constantly subjected to alternating stresses. And in the case of propeller shafts the conditions of service prevent absolute alignment at all times. It is claimed that the majority of accidents to ships at sea are caused by the failure of these shafts, and records show that these have been much reduced by the substitution of nickel steel in their construction.

Superiority over Carbon Steel.

A further advantage of this higher strength is frequently gained by substituting lighter parts of nickel steel for the heavier construction necessary with ordinary carbon steels. It may be asked why it is not possible to accomplish the same results by the adoption of a higher carbon product which has as high an elastic limit and tensile strength as that possessed by the higher priced nickel alloy. The reason lies in the fact that while the necessary strength can undoubtedly be atttained in this way, it is gained by a large sacrifice of ductility and there arises, therefore, an additional danger of failure through brittleness. Many cases have been met in which a part made from low carbon steel would bend while the substitution of a higher carbon material would result in failure through breakage. In such cases a nickel steel of from three to four per cent. of nickel has usually succeeded in meeting the difficulty.

The hardness of nickel steels is somewhat greater than that of steels with a similar carbon content, but little difficulty is met with in machining them. Parts that are subjected to heavy abrasive wear may frequently be made with advantage from one of these alloys, and owing to their lower co-efficient of friction there is often this additional advantage in adopting them.

Does Not Corrode.

Among the other special properties of nickel steels there may be mentioned the fact that they show less tendency to corrosion under atmospheric conditions, and when immersed in sea water, especially when the percentage of nickel is fairly high. They also display greater toughness under impact, and possess a higher shearing strength. The nickel tends, moreover, to reduce segregation of the various constituents and to aid, therefore, in the production of more homogeneous metal.

Two special nickel alloys known as "Invar" and "Platinite" owe their usefulness to the remarkable effect upon the co-efficient of expansion under changes of temperature brought about by the addition of nickel to steel. With lower percentages, namely up to five per cent. the effect produced is slight, but as the percentages increase the co-efficient of expansion becomes less and less until when thirty-six per cent. is reached it is so exceedingly small as to be negligible. Such an alloy is particularly useful in the manufacture of scientific instruments, chronometers, and accurate measuring apparatus, since variations in temperature produce practically no change in dimensions. The patented alloy "Invar" is of this composition, and one of its applications has been in the manufacture of steel surveying tapes.

Beyond thirty-six per cent of metal the expansibility of the metal increases slightly, and with a content of forty-two per cent. the co-efficient of expansion is the same as that of platinum or glass. The alloy "Platinite" is of this composition, and it is used for embedding in glass for purposes of strengthening it or for acting as a conducting medium in place of the more expensive platinum.

One difficulty in the use of nickel steels arises through their defective welding properties, and considerations regarding their use for any purpose should involve this point, since successful welds are hard to secure.

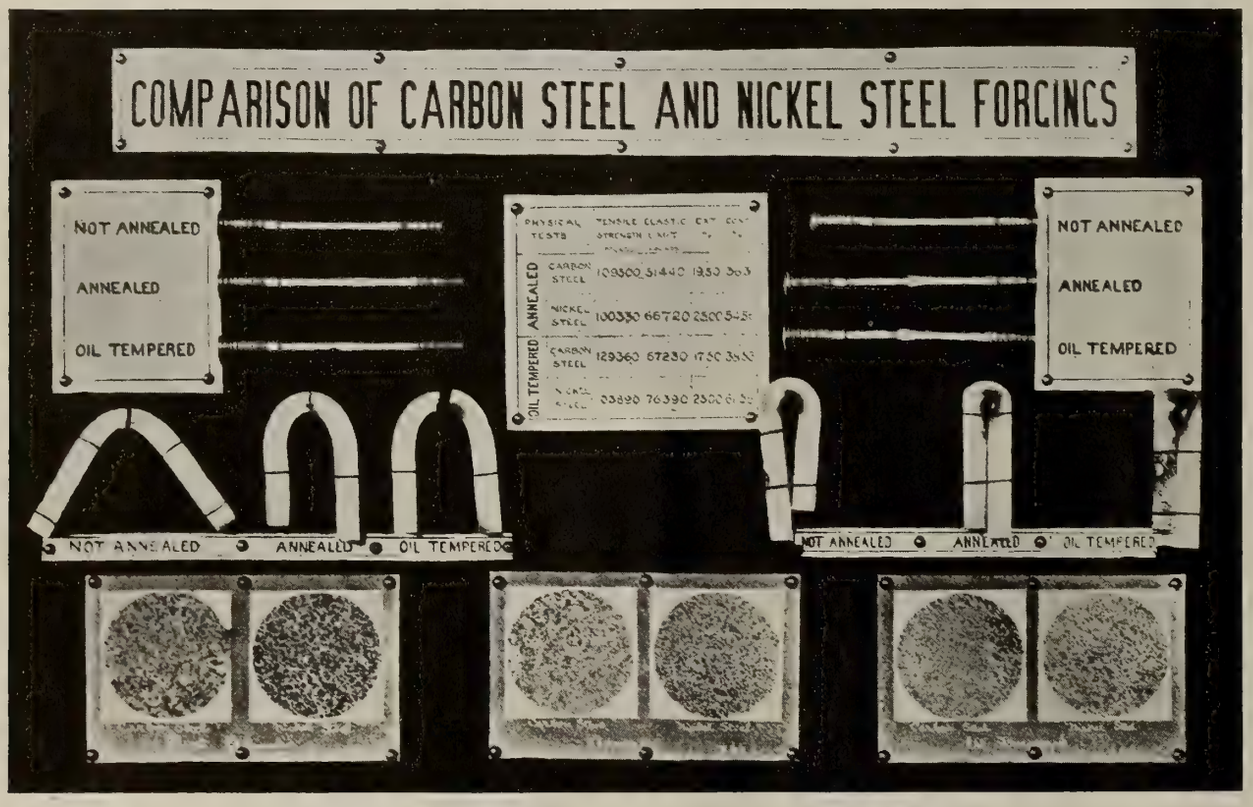


Plate to Show Relative Qualities of Carbon and Nickel Steel.

The town of Melville, Sask., is making a bid for manufacturing industries. It is a divisional point on the G.T.P., and although young, has attained the position of an active and progressive town. Its Board of Trade has prepared a descriptive booklet, which it is sending to Eastern manufacturers

A REVIEW OF TORONTO'S INDUSTRIAL POSITION

By Mr. Frank Rolph

Mr. Rolph, in his Address to the Toronto Branch of the Canadian Manufacturers Association, Discusses the Tendency of Civic Regulations in Regard to Industries and some of the Important Problems Affecting Manufacturers.

THE past year has been a most eventful one in the history of Toronto. During the latter part of 1908, agitations for the annexation of several suburbs of the city began which, after long negotiations as to terms of entry, culminated in the ratepayers of the different municipalities ratifying the negotiations at the January elections. Since then Toronto has annexed other smaller suburbs and portions of York County until now we have a compact city, stretching almost from the Humber River in the west to the Grand Trunk Railway yards at York, in the east, and extending north from the lake for an average distance of three miles. Satisfactory as these additions are in area, population, and material wealth, we must not forget that they bring with them additional responsibilities and obligations. The annexation of West Toronto is particularly satisfactory to us as manufacturers, because it brings with it a number of large, well-equipped factories which would make a valuable addition to any city. So far, this policy of extension has met with the endorsation of the manufacturers, but in these days of giant enterprises there is a tendency to overemphasize magnitude, and I would remind the city fathers that size is not everything. It would be well to go slowly in the annexation of further territory. When we consider the vast expenditure the city is already committed to in connection with the trunk sewer, electrical plant and other big improvements, the necessity of spending further big sums in improving the water service, roadways and sidewalks, schools, police and fire systems in the new territory, is calculated to alarm the large taxpayer. If Toronto is to prosper and enjoy a healthy growth, she must not plunge too heavily into debt. The City Council should bear in mind the admonition given by Mayor Oliver in his inaugural address, that never before in the history of Toronto were there so many problems of magnitude demanding the exercise of prudence by the civic administrators.



Mr. Frank A. Rolph
Retiring Chairman, Toronto Branch, C.M.A.

Cost of School System.

WHILE I can heartily endorse Mayor Oliver's words in this regard, I cannot altogether agree with him in his criticisms of the increasing expenditures on our schools. No doubt the cost of our school system has increased very rapidly in the past few years, but we must remember that the growth of our city in population has been even more rapid. Then, too, the children of this generation are given more numerous and varied facilities for study than those of our day, and there is also to be taken into consideration the fact that the child is taken by the schools at an earlier age and retained for a longer period than in our school days. The cost of these increased facilities, and particularly the higher salaries paid teachers to-day, also help to explain the increased cost of our school system. Far from deploring the increased cost, I would endorse it, provided we are getting good value for our money.

As manufacturers, we are particularly gratified at the increased attention that has been given to technical education, and while the present facilities are entirely inadequate, we are glad to know that the members of the Board are at last fully seized with the true meaning and value of this kind of training, and are now working unanimously for a technical school worthy of a great manufacturing city like Toronto. The new school will be built on the present College Street site. The manufacturers have taken an active interest in this school from its earliest infancy, and will continue to assist the members of the Board in making it render the maximum of usefulness to our young mechanics. With the united support of the Trades and Labor Council, the Board of Trade, and our own Branch, there should be no difficulty in securing for Toronto the best institution of its kind in Canada. It is hoped that no short-sighted economy on the part of the City Council will enable Montreal, which is already assured of a fine school, to excel us.

The Viaduct.

WHILE the viaduct is still a matter of the future, and a good part of Toronto's water front still resembles the ruins of Pompeii, there is no doubt that the execution of the viaduct scheme, and the construction of our new station are much nearer than they were a few months ago. The alternative scheme for the elimination of grades on the water front submitted by the railways was at the best only a temporary solution of the difficulty, and I am sure the refusal of the Railway Commission to consider it met with the approval of all of you.

We need the viaduct and new Union Station just as quickly as we can get them, and I can only hope that the administrators of our great railways will realize the futility of endeavoring to evade their obligations, in striving to press for further negotiations. Building operations in connection with this work will, I hope, commence before the summer is over. The railways should realize by this time that the minds of the people of the City of Toronto are made up on this question. Surely it is high time Toronto received that consideration which is her due. The voluntary improvements which the railways are undertaking in con-

nection with the cities of Montreal and Ottawa, costing them millions of money, is further proof that Toronto, with its dangerous level crossings, disfigured waterfront, and abominable Union Station, should be treated with that consideration which is her unquestionable right.

In this connection, it is a pleasure to record appreciation of the splendid citizenship shown by the members of the Board of Trade, to whose efforts the successful fight for the viaduct is in large measure due.

Trunk Sewer and Filtration Plant.

AMONG the other problems the present City Council has to deal with is the construction of the trunk sewer and the filtration plant. The by-laws authorizing these important undertakings met with the cordial support of your Executive, and it was in some measure due to our efforts that they were carried by such good majorities. When these improvements are completed, Toronto will have taken a long step forward, and the problem of an ever-increasing population will be more easily solved. I trust the City Council and its officials will display the same ability in carrying out these vast public works as they did in initiating them.

The improvement of our harbor is another time-worn topic, but nevertheless one which demands the earnest and immediate attention, not only of our civic administrators, but of all citizens, who have the welfare of our city at heart. I may be optimistic, and most of you, I dare say, will call me visionary, when I make the remark that some day, I believe, we will see Toronto an ocean port. I am not prepared to say how or when, but I believe it will come. It is, therefore, with pleasure that we note the activity of the City Council in connection with our harbor improvements, and your Executive has given them all the support possible, in their efforts to improve our harbor facilities.

Now that the Dominion Government has finally given Toronto a new entrance into her harbor capable of accommodating any boats on the lakes, the city must show its good faith by straightening the Don, and preventing the discharge of crude sewage into the bay. The new channel and the deepening of Welland Canal, which the Government is already committed to, are bound to increase the tonnage coming to Toronto, and while it would be unwise to ask for too much, the Government may reasonably be expected to deepen the Cornwall Canal, and thus enable Lake Ontario to share in greater measure in the traffic of the Great Lakes. Without digressing too far, it does seem to me that those who advocate the improvement of the Welland and the St. Lawrence Canals, rather than the construction of the costly Georgian Bay Canal, have weighty arguments on their side. The Government would do well to go slowly in embarking on the more expensive undertaking.

Park System and Street Improvement.

THE rapid extension of Toronto's parks and boulevards system in the past few years should meet with the endorsation of all classes. During 1908, 24.59 acres were purchased for parks and playgrounds at a cost of $82,011.43. This is one of the most commendable expenditures the city can make, and there should be no hesitation in continuing the policy of purchasing suitable sites for breathing spaces on favorable terms, from time to time. Here, indeed, the city fathers can build for the future. The thankfulness of coming generations will reward us for the expenditures we make now, and the playgrounds secured to-day will be invaluable when Toronto becomes the crowded metropolis that is her destiny. We most heartily endorse the work of the Toronto Playgrounds Association in this connection, and appreciate the active sympathy and assistance they are receiving from the City Council.

While your Executive has not taken any action on the plan for the widening of Yonge St., the efforts being made should have the sympathy of all our citizens. The practical difficulties in the way are, of course, enormous, but not insuperable, and if the property owners on Yonge St., who, after all, are primarily concerned, approach the question in a spirit of reasonableness, making a self-sacrifice to-day for a sure return to-morrow, it can be accomplished. The committee who have worked up the scheme deserve the greatest praise for the time and energy they have voluntarily devoted to it, and let us hope that a partial improvement can be made even if we cannot realize the benefits in their entirety. While there may be some difficulties in the way of the Yonge St. project, there seems no very great obstacle in the way of opening Victoria St. through from Gerrard to Bloor Sts. as was suggested by the Mayor. This would go a long way to relieving the congestion on Yonge St., and should receive the early attention of the civic administrators.

Unduly Severe Building By-law.

PASSING to questions of policy which concern us more directly as manufacturers, I desire to reiterate the remarks made by my predecessor in this office a year ago, regarding the various city by-laws which unduly restrict manufacturing industries. One of the worst of these is the Building By-Law which, I am told, is more severe in its application to factory buildings, at least, than that of any other city in North America. The manufacturers naturally do not want flimsy, unsafe buildings, but they do not see why Toronto should have more excessive restrictions than numerous cities in Canada and the United States. The Smoke By-Law is also a severe restriction on a number of factories, the nature of whose operations makes some offensive smoke inevitable. The enforcement of this by-law on firms along the water front and on the railway tracks seems very unfair, and although the Association is heartily in sympathy with the efforts to abate the smoke nuisance, too much should not be asked of certain industries in this connection.

It is only fair, however, to Mr. R. C. Harris, our efficient Property Commissioner, to state that the actual enforcement of the law by him has been fair and reasonable in nearly all cases, and the firm, though courteous, treatment which he has accorded to the manufacturers generally has the cordial approval of our Executive. The terms of the by-law, experience seems to show, are rather too severe on a number of our industries, and it would be well for our civic authorities to amend this by-law in such a way as to make it less burdensome.

We would remind the City Council and the citizens of Toronto generally that if they really wish to see Toronto's manufacturing industries increase in size and number they must be prepared for certain inconveniences in the way of smoke and noise. It is all very well to have a perfect residential city, but if Toronto is to maintain her present commercial position, let alone improve it, there must be more consideration shown the manufacturing industries. This is the age of competition, and even now there are several municipalities in Ontario seeking to entice away from Toronto industries already established here, to say nothing of those contemplating coming here. If Toronto wants these industries she must be conciliatory towards them in the matter of enforcing certain by-laws.

Labor Legislation.

ANOTHER feature of civic legislation that calls for comment is the unwholesome tendency of our elected representatives to initiate class legislation in the shape of restrictions on the hours of labor civic contractors may work their men, and clauses calling for the payment of union wages. We have yet to hear of any large civic contractor who has

been ill-treating his men, either in the matter of hours of labor or rates of wages, and until there are specific complaints of this nature, we cannot see why Toronto should desire to go beyond the fair wage clause of the Dominion Government or the by-laws of other Canadian cities. Had the city's nine hour day clause gone through the last session of the Ontario Legislature, there is absolutely no doubt but that a large amount of civic work would have gone to firms outside the city, in many cases foreign firms, and it is to be hoped that the setback the city got before the Legislature last year will be a lesson to our elected representatives. This kind of legislation, even more than that previously referred to, will drive heavy industries, which Toronto badly needs, away from Toronto.

Fire Insurance Situation.

ANOTHER matter which has come before the attention of the Branch this year is that of fire insurance rates, as fixed by the Canadian Board of Fire Underwriters, after the completion of the high water pressure system. I do not wish to say more than that, in my opinion, the Insurance Companies hardly made the reduction which we felt we were entitled to, according to the assurances given to us prior to the installation of the high water pressure system. This matter, however, has been already fully dealt with by the Insurance Department of our Association, and I can only suggest to those members who are not satisfied with the present rates charged by Board Companies, that they take the matter up either with the Secretary of the Canadian Board of Fire Underwriters, or through our own Insurance Department, and the matter will, no doubt, be carefully looked into. Personally, I have always received courteous attention and consideration on the part of the Board of Fire Underwriters, and I think all of our members would receive the same, but it seems to me that many of us have had the impression that the rates as charged to them by the Insurance Companies are unalterable, whereas if the matter is taken up in a proper spirit, suggestions are made whereby the insurance rates may be considerably lowered, and I would strongly advise our members who are dissatisfied with their rates of insurance to take the matter up in the way I have suggested.

Speaking generally, you may recall that a year ago your retiring Chairman directed attention to the signs then just beginning to appear which indicated a recovery in business. I am happy to say these signs have been verified and to-day we can all testify to the rapid return of business prosperity, not only in Toronto, but throughout the whole country. Without wearying you with figures, I may say that the Post Office, Customs, Bank Clearing and building returns in Toronto all show large increases during the past six months, compared with the corresponding period in 1908. Similar increases are noted elsewhere in Canada. All this is highly satisfactory, but we must not be over-confident. Remembering the experiences of two years ago, let us build slowly and surely, thus insuring that business stability which is essential if the growth of our country and our industries is to be healthy and vigorous. From coast to coast, crop and business conditions are highly satisfactory. Let us hope our expectations arising from these conditions will be realized.

License Fees Payable by Representatives.

The following are the license fees payable by representatives or commercial travellers in the various colonies in South Africa: Cape Colony, yearly £50, half yearly, after 30th June, £25, and for each additional firm represented by the agent (not to exceed in all £50 additional), £5. If domiciled in the colony, half the above fees. Natal, yearly £10, half yearly, after 30th June, £6. Transvaal, yearly £10, half yearly, after 30th June, £6. Orange River Colony, £5 every three months.

CANADIAN FIRE UNDERWRITERS ASSOCIATION VS. LLOYD'S.

AN action has been entered in the Courts at Montreal by one Robert E. Treen, for and on behalf of the Canadian Fire Underwriters Association against Messrs. Willis, Faber & Company, Limited, of Montreal: "For that you at the City of Montreal, on or about the 1st day of May, 1909, delivered policies of insurance, interim receipts, collected premiums for and on behalf of an Association of Underwriters of Lloyd's, and as their representatives, and an Association carrying on the business of fire insurance in the said City of Montreal without a license in violation of the Insurance Act, R. S. C., Chapter 34, Section 60."

The trial of this case has been postponed until October, so that for the present it will disappear from the public eye, but it is likely to be one of the most important cases tried since Confederation.

The trial is for the purpose of determining if Messrs. Willis, Faber & Company, Limited, of Montreal and of London, England, are violating the Statutes of the Dominion, particularly Section No. 60, which provides a penalty for "any person who delivers any policy of insurance or interim receipt of, or carries on any business of insurance on behalf of, any fire insurance company without obtaining a license from the Dominion Government as provided by the Insurance Act." In other words, it is an attempt on the part of the Canadian Fire Underwriters Association to apply the Act to Messrs. Willis, Faber & Company, Limited, for the purpose of preventing their competition with the companies duly licensed by the Dominion Government.

It is not our purpose to discuss the merits of the case, but to take particular notice of the defence that has been put in. Apart from the plea of Messrs. Willis, Faber & Company, Limited, that they are not guilty, the point of interest is that one of the pleas that will be made is that the Dominion Act is unconstitutional and that Companies and Associations such as that represented by Messrs. Willis, Faber & Company, Limited, have a right to operate under the Provincial Act.

The Insurance Committee in reporting to the March Executive Council pointed out that the new Insurance Act (this case is being tried under the old one) in making it more difficult for Canadians to obtain unregistered insurance was likely invading the domain of Provincial rights and that it would probably result in the question of the constitutionality of the Dominion Act being raised. It was not expected that such a test case would either be taken so soon or under the old Act and probably the Underwriters lost sight of the possibility of the issue in this particular case being made a test on a matter of such vital interest as the constitutionality of a Dominion Act. Such, however, is the issue, and from present appearances it is one that will ultimately pass to the Privy Council for decision.

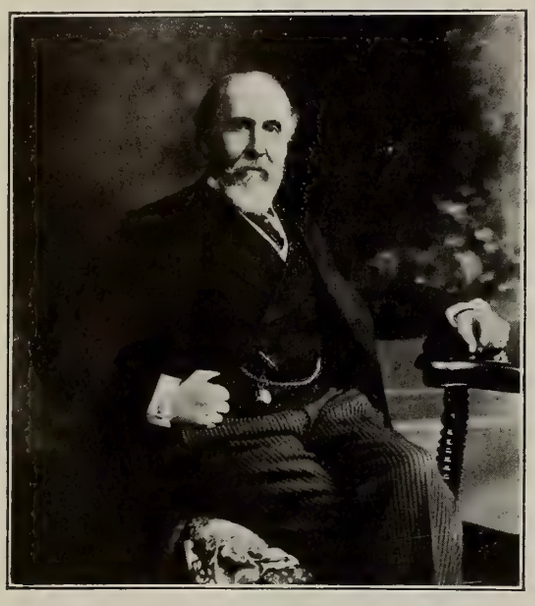
The importance of this case will, therefore, be apparent to all manufacturers insured in the New England Mutuals, the Reciprocal Underwriters or Individual Underwriters, and all manufacturers, merchants, or others, who may in the past have taken advantage of the favorable opportunities that have been presented for the effecting of their insurance in companies not licensed by the Dominion Government. This case will not determine the legality of a contract, nor will it have any bearing upon the validity of contracts now held by insured in this country. It will, however, determine how far the Canadian Fire Underwriters Association may obtain a further grasp or control of the business of the country.

The I.C.R. will build a car repair shop at St. John, N.B. An order has also been given for the construction of 200 box cars of 60,000 lbs. capacity each. These will be built at Moncton.

MEN AND EVENTS

A TOUR OF INSPECTION.

A TOUR of inspection is being made over the entire Grand Trunk Railway system by Sir C. Rivers Wilson, President of that company. Sir Charles is not in favor of a Canadian Board of Directors for the G.T.R., as he has stated a number of times, and he does what he can to minimize the dis-



Sir Charles Rivers Wilson

Who is Making a Tour of Inspection of the Grand Trunk Railway System.

tance between the managing body and the railway under its control by making regular and frequent trips over its lines. He comes under the general heading of "directors who direct." He has been engaged in big projects for many years. As an early member of the Board of Management of the Suez Canal he was brought into touch with the biggest development in transportation facilities of that time, if not of any time. In assuming the Presidency of the Grand Trunk Railway company, he undertook the direction of an enterprise of grand proportions. The G. T. R. is a big system, with its main lines and branches, working a mesh over Ontario in particular and from that on to the Atlantic. He will now have still more to engage his attention, since the G. T. P. has opened a section of its main line to traffic. With its transcontinental line, the Grand Trunk will compare favorably in mileage with any of the big systems of the continent. Probably nothing has done more to acquaint the people of Great Britain with Canada and its development than the two big railways which have for so long represented the chief industrial investment of British capital in this country. As a special correspondent of *The London Daily Mail* recently said: "We Britishers believe in Canada. And why should we not, for one of the greatest evidences of your prosperity is the two finest buildings in Trafalgar Square, London, the offices of the C. P. R. and G. T. R."

MR. BUSH IN CONTROL.

AS a result of negotiations, which have been in progress for some weeks back, Mr. H. T. Bush, the founder and general manager of The Standard Ideal Co., Ltd., of Port Hope, manufacturer of sanitary enamelware, has associated with himself Montreal capitalists and bought out the Cleveland interests in this firm. Mr. Bush and his friends have now four-fifths of the stock. The company will be reorganized with a capital of $2,500,000, and the plant and operations largely extended.

A CANADIAN INVENTION.

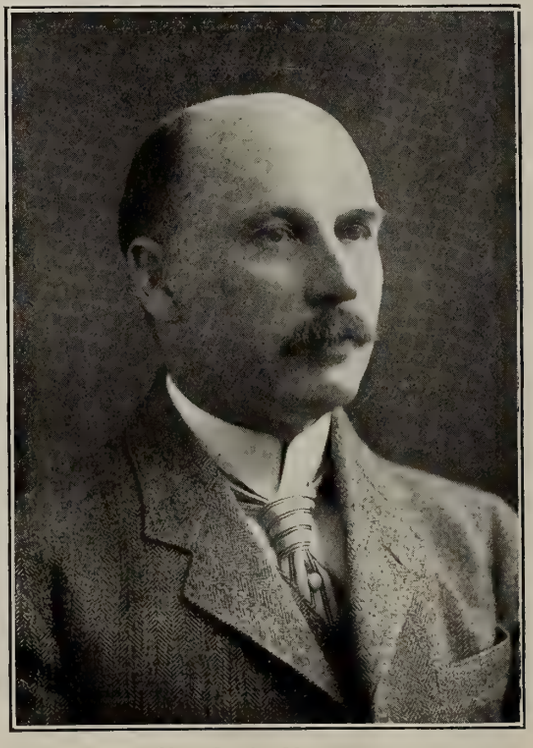
A PARDONABLE pride is felt in Canada over the success of Mr. Harold A. Richardson, a Canadian, in devising a steel armor-plate that is harder to pierce than any plate yet invented. Trials made by the British Admiralty have proven its merit. If Canada can supply Great Britain with men who can do things such as this, her contribution will be much more welcome and effective than that of a Dreadnought or two. Mr. Richardson will give the sole benefit of his invention to Great Britain, and has already purchased a site for a factory.

THE HAMILTON CONVENTION.

MR. C. A. MURTON, of the Canada Ready Print Co., is Secretary of the Committee in charge of the Convention arrangements in Hamilton. The committee anticipates a big attendance of members at the annual meeting September 14, 15 and 16, and it is laying its plans with that in view. What Hamilton can do in the entertainment line has been shown more than once in the past. Manufacturers are assured of a busy three days when they are the guests of their fellow-manufacturers of Hamilton.

OUR COAL SUPPLIES.

NATURE was not altogether considerate in her allotment of coal supplies in Canada. In Ontario, the most populous of all the provinces, there is no trace of the fuel at all. In Alberta and British Columbia, where the demand is still comparatively small, the supply is beyond the



Mr. C. A. Murton

Of the Ready Print Co., Secretary of Hamilton Committee in Charge of Convention Arrangements.

powers of computation. So in the far east, the Maritime Provinces, the collieries must go far afield in their search for markets.

This freak of nature, if we may call it such, has resulted in a seeming trade contradiction. We are selling coal to the United States at the same time as we are importing in from

there, only, as in most of our dealings with that country, we are importing a good deal more than we are exporting.

Last year Canada mined over 10,000,000 tons of coal. Of this sixty per cent. came from the Maritime Provinces and forty per cent. from the West. Nova Scotia has a record of 5,730,660 tons. British Columbia comes next with 2,109,387 tons. This was all bituminous except 235,597 tons of anthracite which was mined in the West. A recent Government report on the western field says: "It is difficult to realize the immense area underlaid by coal-bearing rocks in these Provinces (Alberta and Saskatchewan). . . . . There are four different coal horizons, all more or less productive, reaching from the summit of the Rockies to Manitoba (although not everywhere continuous) between the International boundary and the Peace River. British Columbia seems to be equally fortunate in having almost unlimited supplies."

The consumption of coal for the year 1906 in Canada was estimated at 15,326,466 tons. The production for that year was 9,762,601 tons. That is, the consumption exceeded the production by about sixty per cent. In 1908 Canada imported 8,469,089 tons of bituminous coal, the value of which was $16,357,982. On this a duty of $3,598,587.20 was collected. 3,091,159 tons of anthracite were imported during the same time at a value of $14,199,609, on which no duty was collected. Exports for the same period amounted to 1,877,258 tons, of a value of $4,810,284. This was all bituminous.

Under present conditions it is likely that the preponderance of imports over exports will continue for some time. Ontario is absolutely dependent upon the Pennsylvania field for her supplies.

Boats deliver Nova Scotia coal as far west as Montreal, but the cost of carrying it on to Ontario puts it out of competition with coal which is just shipped across the lake to Ontario ports. It is maintained by advocates of the Georgian Bay Canal, that that waterway would make possible the sale of Nova Scotia coal in competition with that originating in the United States. The truth of this contention will not be susceptible of proof for some years to come. In the meantime Ontario will be supplied from Pennsylvania, while the Western Provinces, whose coal is superior to that found to the south of the boundary and the Maritime Provinces, will supply to some extent the neighboring United States markets.

NEW TRANSPORTATION BUILDING.

THE new Transportation Building of the Canadian National Exhibition, Toronto, will be one of the most substantial and ornate buildings erected on the Canadian National Exhibition grounds, at a cost of $95,000, from the plans and designs prepared by Architect George W. Gouinlock. The extreme outside dimensions of the building are 337 feet long by 153 feet wide. Interior dimensions are 320 feet long by 128 feet wide, which, with the four corner pavilions, make 43,000 square feet of exhibit floor space.

The building is being constructed of red pressed brick and buff stone trimmings, the foundation being of concrete and the roof supports of trusses of steel. There are four entrances, all of which have porticoes embellished with stone and carving. There will be ornamental pediments over each entrance, also over the corner pavilions, and a balustrade surrounding the whole building. Cornice line will be 25 feet from the grade line. The roof will be supported by two rows of steel columns and steel trusses. The top of the trusses will be 45 feet from the floor. The top of roof of the building will be surmounted by a lantern light and ornamental cupola. The lantern light sash will open for ventilation, and may be operated by a patent device from the floor below.



New Transportation Building, Canadian National Exhibition.

There will be toilet accommodation for men and women at the north and south entrances, also two drinking fountains at each entrance.

The approaches will be constructed of granolithic and steel, and ornamented by monumental stone electric standards.

The building wil be amply lighted from windows on the sides and ends, also from skylights in the roof. The roof will be covered throughout with metal, making the building practically fire-proof.

"The Canadian Dyers Association," Liberty St., Toronto under the management of Mr. P. H. Burton, is carrying on the business formerly done by the Merchants Dyeing and Finishing Co. The Canadian Dyers Association is organized on the principle of a similar organization in Bradford and is the only company in Canada dyeing and finishing piece goods from the grey.

Winnipeg is carrying the West with it in its proposal to hold an international exhibition in 1912. The Government of Manitoba have promised a contribution of a quarter of a million, and the Western towns in considerable numbers have expressed their approval of the idea.

ADVOCATES A MADE-IN-CANADA LEAGUE

Mr. H. A. R. Macdonald Suggests a National League of Canadian Buyers.

To the Editor, INDUSTRIAL CANADA:

The "Made-in-Canada" idea is apparently gaining strength from day to day, but there seems to be a lack of general interest in the movement, the activity in endeavoring to foster the movement being confined too much to the parties most vitally affected—the Canadian manufacturers. A writer in a recent issue of INDUSTRIAL CANADA mentions the great value of co-operation upon the part of workmen engaged in Canadian institutions, but even with these workmen behind their employers, the latter still lack a great deal in the matter of general public support.

Our neighbors across the line not only advertise their wares as being made in the United States, but individual states also take pains to impress upon their own people, and outsiders too, the fact that a particular product is "Made in Oregon," or California, or New York, or Massachusetts, as the case may be. In the city of Seattle, Washington, probably one of the most progressive industrial centres on the American continent, a "Made-in-Seattle" Day is an annual fixture, and so enthused have the citizens become that they positively refuse to buy any article manufactured elsewhere if it can be equalled or beaten in Seattle. This is localizing the situation to an extreme point in some instances, at least, but the idea is simply that of loyalty to home industry, without which local, state, provincial or national enterprises cannot hope to prosper.

Would Organize a League of Buyers.

A league could be very easily formed in Canada having as its object that of interesting Canadians in products of Canadian factories. In reality it is simply a "consumers' league," but the title "Made-in-Canada League" is perhaps more impressive. and may better serve to arouse a latent sense of patriotism and loyalty to Canadian industries.

Were it deemed advisable to organize the citizens of Canada into such a body, headquarters could be located in some Eastern manufacturing centre, and the national organization could be controlled by the usual officers and a strong executive. A provincial secretary, or even a provincial executive, could then be appointed or elected in each province, and these sub-officers or committees could look after the interests of the league in the individual provinces.

To properly advertise the intentions of the league a common design could be used on all goods of Canadian manufacture, to take either the form of a stamp or label on each article or package. Placards should be printed and sent broadcast to retailers and to consumers direct, informing the public of the existence of the league and asking for the support of the buyers. A step even further could be taken in the form of a button, signifying membership in the "Made-in-Canada League," and in a surprisingly short length of time the great Canadian public would come to realize the presence of Canadian manufacturers in active competition with those of other countries, and eventually the desired result would be brought about.

There may be such a league, or such a movement, as a part of the Canadian Manufacturers Association campaign for support of home industries, but if there is the Western Canadian consumers are ignorant of the fact. In the West there are many people from the United States, and naturally they will turn to the products of their native land. Canadians, not realizing the growing hold of these manufacturers upon the Canadian West, have not taken a decisive stand for Canadian goods, being content in many cases to purchase machinery and other commodities similar to those brought into Canada by their cousins to the south. This state of affairs should not exist, and indeed would not were an energetic campaign waged by the Canadian manufacturers on their own behalf.

Canadian Goods Adequate.

In the majority of cases there is no occasion for the presence of foreign goods in Western Canada, but until Western Canadians are approached in the proper spirit upon this important subject they will very likely continue to buy from outside firms; so the Canadian manufacturers owe it to their best business interests to devise some plan for arousing a Canadian enthusiasm in favor of Canadian-made articles.

Many persons writing upon the subject of establishing Western branches of Eastern factories have been met with the statement that the West is not sufficiently populated as yet to make such a step profitable. In answering this objection it may be stated that the West does not expect great factories, but believes that Eastern concerns would do well to erect distributing warehouses and repair shops at advantageous points, believing that in time the West will become so great a factor in industrial life as to necessitate the enlargement of small establishments of the nature mentioned into bona fide factories.

The Position of the West.

The idea of most Westerners in advocating Western branches is simply that of providing some means of obtaining machinery or other articles in a hurry from stock in a Western warehouse in preference to waiting weeks for an Eastern shipment. Many small articles, part and parcel of a large machine, could be supplied to Westerners from a Western branch without delay, and a few complete machines could be shipped West for local distribution, thus giving Western trade practically every facility with which the East is now provided.

In Western Canada to-day the country is honeycombed with railroads, and no Eastern manufacturer need be baulked by a lack of transportation facilities. Portage la Prairie, for instance, is situated on the main lines of the Canadian Pacific, while the Manitoba and Northwestern Road and a branch of the Great Northern from American territory, in addition to the Canadian Northern terminate at this point, thus affording railway connection with points east and west and north and south of the city. The connection with the United States has proven very profitable to United States manufacturers, who have taken advantage of this opportunity to establish a number of agencies in Portage la Prairie for the purpose of covering Western Canadian territory.

The field is ripe, and, with a well-organized "Made-in-Canada League," and a few more branches in the West, Eastern Canadian manufacturers will find wonderful opportunities for enlarging the present scope of their operations. Western Canadians really want to patronize the Eastern houses, and are willing to meet the East more than half way. There is a heavy Western demand for manufactured goods, transportation facilities are unequalled, and the Railway Commission have seen that the West is now on a basis of equality with the East on the subject of rates. These inducements should be amply sufficient, and if the East seeks Western co-operation in the right way she need have no fear of obtaining it.

I always drive a GENDRON



Because every part of the car is built in the Toronto factory, and of the very best materials—the double curve springs cannot break; the specially welded wheels cannot warp; the tops are of the best satin for parasol and the best leatherette for hoods, and the body of finest wood or prime German reed. They're ***Canadian*** made, so if there ***should*** be an accident it can be easily and quickly remedied.

You can Always Get Home if you Drive a Gendron

TORONTO Gendron CANADA

Sold by all first-class dealers. Write us if your dealer *doesn't* carry them.

GENDRON MANUFACTURING CO. Limited
Toronto, Canada

"The Gendron Driver"

Ruberoid Roofing

Trade Mark Registered

Made in Canada

For 16 Years The Standard

RUBEROID is the original smooth surfaced roofing. RUBEROID proved 16 years ago that it was the one and only perfect roofing material.

To-day RUBEROID is the recognized standard.

Ruberoid has proved its superior wearing qualities—and has proved its powers of resisting fire, water, snow, heat and cold—by actual use on roofs for 16 years. Write for samples and prices.

SOLE AGENTS FOR CAPE BRETON:

The A. C. Thompson Co., Limited

North Sydney :: Glace Bay .. Sydney Miues

ROSS RIFLE MARK III.

Made in Canada by Canadian Workmen, Ross Mark III. is to-day the CHAMPION MILITARY LONG RANGE ARM OF THE WORLD.

Long range records were beaten with the Ross Rifle last year, at Bisley by Mr. F. W. Jones, and at Ottawa the grand aggregate was won by Sergt. Major F. Richardson, who used it.

Rifle shots will not be satisfied with any other than the Ross M... III.

WRITE FOR CATALOGUE.

ROSS RIFLE CO., Quebec.

Makers also of the Ross Sporting Rifles which sell at $25.00 and upwards, comprising the great accuracy, the Ross Military Arm with shapeliness, handiness, quick action.

MADE IN CANADA

Use Only the Best

GILLETT'S LYE

Is the Standard Article

READY FOR USE IN ANY QUANTITY

For making soap, softening water, removing old paint, disinfecting sinks, closets, drains and for many other purposes. A can equals 20 lbs. SAL SODA.

Sold Everywhere

E. W. GILLETT CO., LTD.
Toronto, Ont.

Specify Brandram's B.B. White Lead In The Contract



Make sure that your painter on your property uses only Brandram's B.B. Genuine White Lead—the standard White Lead of the world for over one hundred years.

It will pay you because it carries more Linseed Oil, and therefore has greater covering capacity and more durability than any other White Lead paint.

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MADE IN CANADA BY
BRANDRAM-HENDERSON LIMITED.
MONTREAL — HALIFAX — ST. JOHN — WINNIPEG.

Gillette

KNOWN THE ... MARK

...RLD OVER



The Reason Why This Trademark and This Razor Are "Known The World Over"

The chief reason is that the "GILLETTE" meets the requirements of every shaver the world over for a quick—simple—easy—comfortable shave.

The best proof that the "GILLETTE" is the highest type of perfection in razors is, that the men of all civilized lands now demand the "GILLETTE" Razor and the "New Process" Blades.

The men of Canada are especially well pleased with the "GILLETTE," and take not a little pride in the fact that it is made by Canadians in the Canadian factory at Montreal.

You can examine the "Gillette" at your Jewelers or Druggists—at Cutlery or Hardware dealers—or at any Sporting Goods or Departmental Store. Standard sets $5 —for sale everywhere.

THE GILLETTE SAFETY RAZOR CO. OF CANADA LIMITED.
Office and Factory, 63 St. Alexander St., Montreal.

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Gillette Safety Razor
ANOSTROPPING NOHONING

Another batch of advertisements which show pride in Canadian origin.

NEW UNIFORM BILL OF LADING ADOPTED

Board of Railway Commissioners Orders the Adoption of New Forms, to be Used Exclusively After October 1st. The Conditions for Shippers Improved.

A UNIFORM Bill of Lading has been approved by the Board of Railway Commissioners, to take effect on October 1st, 1909. All goods shipped after that date will be carried under the conditions contained therein. Subjoined is the decision of the Board, signed by the Chief Commissioner, Mr. J. P. Mabee.

IN THE MATTER OF the complaint of the Canadian Manufacturers' Association, supported by the Bankers' Association and by various Boards of Trade, merchants, and shippers throughout the Dominion of Canada, respecting the terms and conditions of carriage embodied in the bills of lading of the railway companies subject to the legislative authority of the Parliament of Canada; and in the matter of Section 340 of The Railway Act:

UPON hearing the complaint in the presence of counsel for the complainants and the Grand Trunk, Canadian Pacific, and Canadian Northern Railway Companies, and the Michigan Central Railroad Company, and what was alleged; and upon consideration of the draft forms of bill of lading agreed to by the parties thereto, and submitted for the approval of the Board—

1. IT IS ORDERED that the two forms of bill of lading for use in Canada, namely, that for consignments "to order", and that for so termed "straight" consignments, attached hereto and marked "A" and "B", be, and they are hereby, approved.

2. AND IT IS FURTHER ORDERED that the conditions and limitations to be endorsed upon the said bills of lading shall be the following:—

SECTION 1.—The Carrier of any of the goods herein described shall be liable for any loss thereof or damage thereto except as hereinafter provided.

SECTION 2.—In the case of shipments from one point in Canada to another point in Canada, or where goods are shipped under a joint tariff, the Carrier issuing this bill of lading, in addition to its other liability hereunder, shall be liable for any loss, damage, or injury to such goods from which the other carrier is not by the terms of this bill of lading relieved, caused by or resulting from the act, neglect, or default of any other carrier to which such goods may be delivered in Canada, or under such joint tariff, or over whose line or lines such goods may pass in Canada or under such joint tariff, the onus of proving that such loss was not so caused or did not so result being upon the Carrier issuing this bill of lading. The Carrier issuing this bill of lading shall be entitled to recover from the other carrier on whose line or lines the loss, damage, or injury to the said goods shall have been substained the amount of such loss, damage, or injury as it may be required to pay hereunder, as may be evidenced by any receipt, judgment, or transcript thereof. Nothing in this section shall deprive the holder of this bill of lading or party entitled to the goods of any remedy or right of action which he may have against the Carrier issuing this bill of lading or any other carrier.

SECTION 3.—The Carrier shall not be liable for loss, damage, or delay to any of the goods herein described, caused by the act of God, the King's or public enemies, riots, strikes, defect or inherent vice in the goods, or the act or default of the shipper or owner; for differences in weights of grain, seed, or other commodities caused by natural shrinkage or discrepancies in elevator weights when the elevators are not operated by the Carrier, unless the weights are evidenced by Government certificate; the authority of law or by quarantine. For loss, damage, or delay, except where cartage is to be performed by the Carrier or its agents, caused by fire occurring after forty-eight hours (exclusive of legal holidays), or in the case of bonded goods seventy-two hours (exclusive of legal holidays), after written notice of the arrival of said goods at destination or at port of export (if intended for export and not covered by a through bill of lading) has been sent or given, the Carrier's liability shall be that of warehouseman only. Except in case of negligence of the Carrier (and the burden of proving freedom from such negligence shall be on the Carrier), the Carrier shall not be liable for loss, damage, or delay occurring while the goods are stopped and held in transit upon the request of the party entitled to make such request. When in accordance with general custom, on account of the nature of the goods, or at the request of the shipper, the goods are transported in open cars, the Carrier (except in case of loss or damage by fire, in which case the liability shall be the same as though the goods had been carried in closed cars) shall be liable only for negligence, and the burden of proving freedom from such negligence shall be on the Carrier.

SECTION 4.—No Carrier is bound to transport said goods by any particular train or vessel, or in time for any particular market or otherwise than as required by law, unless by specific agreement endorsed hereon. Every Carrier in case of physical necessity shall have the right to forward said goods by any railway or route between the point of shipment and the point of destination; but if such diversion be from a rail to a water route the liability of the Carrier shall be the same as though the entire carriage were by rail.

The amount of any loss or damage for which any Carrier is liable shall be computed on the basis of the value of the goods at the place and time of shipment under this bill of lading (including the freight and other charges if paid, and the duty if paid or payable and not refunded), unless a lower value has been represented in writing by the shipper or has been agreed upon or is determined by the classification or tariff upon which the rate is based, in any of which events such lower value shall be the amount to govern such computation, whether or not such loss or damage occurs from negligence.

When under the terms of the classification or special reduced tariffs, the goods are carried at owner's risk, such conditions are intended to cover only such risks

as are necessarily incidental to transportation and shall not relieve the Carrier from liability for any loss, damage or delay which may result from any negligence or omission of the Carrier, its agents or employees, and the burden of proving freedom from such negligence or omission shall be on the Carrier.

Notice of loss, damage or delay must be made in writing to the Carrier at the point of delivery, or to the Carrier at the point of origin, within four months after delivery of the goods, or in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed. Unless notice is so given the Carrier shall not be liable.

Any carrier or party liable on account of loss of or damage to any of said goods, on reimbursing to the insured the premiums paid in respect thereof, shall have the full benefit of any insurance that may have been effected upon or on account of said goods, so far as this shall not avoid the policies or contracts of insurance.

SECTION 5.—Grain in bulk consigned to a point where the Carrier has an elevator or warehouse, or where there is a public or licensed elevator or warehouse, may be there delivered and placed with other grain of the same kind and grade without respect to ownership: Provided that this shall not apply to a point of final delivery if it is otherwise expressly noted hereon, unless the grain is not promptly unloaded after written notice of arrival has been sent or given to the person named herein. Grain so delivered shall be subject to a lien for elevator charges in addition to all other charges hereunder.

SECTION 6.—Goods not removed by the party entitled to receive them within forty-eight hours (exclusive of legal holidays), or, in the case of bonded goods, within seventy-two hours (exclusive of legal holidays), after written notice has been sent or given, may be kept in car, station, or place of delivery or warehouse of the Carrier, subject to a reasonable charge for storage and to the Carrier's responsibility as warehouseman only, or may at the option of the Carrier (after written notice of the Carrier's intention to do so has been sent or given), be removed to and stored in a public or licensed warehouse at the cost of the owner and there held at the risk of the owner and without liability on the part of the Carrier, and subject to a lien for all freight and other lawful charges, including a reasonable charge for storage.

Goods in carloads shipped from a private siding or a station, wharf, or landing where there is no duly authorized agent, shall be at the risk of the owner until the car is lifted or bill of lading is issued by the Carrier, and thereafter shall be at the risk of the Carrier. Goods in carloads destined to a private siding, or station, wharf, or landing where there is no duly authorized agent, shall be at the risk of the Carrier until placed on the delivery siding.

All goods shall be subject to necessary cooperage and baling at owner's cost.

SECTION 7.—No Carrier shall be bound to carry any documents, specie, or any articles of extraordinary value not specifically rated in the published classification or tariffs unless a special agreement to do so (the duty of obtaining such special agreement to be on the Carrier when the nature of such goods is disclosed herein) and a stipulated value of the articles are endorsed hereon. If such goods are carried without a special agreement and the nature of the goods is not disclosed hereon the Carrier shall not be liable for any loss or damage thereto.

SECTION 8.—The owner or consignee shall pay the freight and all other lawful charges accruing on said goods, and, if required, shall pay the same before delivery. If upon inspection it is ascertained that the goods shipped are not those described in this bill of lading, the freight charges must be paid upon the goods actually shipped, with any additional penalties lawfully payable thereon.

SECTION 9.—Except in case of diversion from rail to water route, which is provided for in Section 4 hereof, and except as provided hereafter, if all or any part of said goods is carried by water over any part of said route, such water carriage shall be performed subject to the liabilities, limitations, and exemptions provided by statute and to the conditions contained in this bill of lading not inconsistent with such statute or this section, and subject also to the condition that no carrier or party in possession shall be liable for any loss or damage resulting from the perils of the lake, sea, or other waters; or from explosion, bursting of boilers, or breakage of shafts not arising from the negligence of the Carrier, or from any latent defect in hull, machinery, or appurtenances; or from collision, stranding, or other accidents of navigation or from prolongation of the voyage. And any vessel carrying any or all of the goods herein described shall be at liberty to call at intermediate ports, to tow and be towed, and assist vessels in distress, and to deviate for the purpose of saving life or goods.

The term "water carriage" in this section shall not be construed as including lighterage or car ferriage across rivers, or in lake or other harbours, and the liability for such lighterage or car ferriage shall be governed by the other sections hereof.

If the goods are being carried under a tariff which provides that any carrier or carriers party thereto shall be liable for loss from perils of the sea, then as to such carrier or carriers the provisions of this section shall be modified in accordance with the provisions of the tariff, which shall be treated as incorporated into the conditions of this bill of lading.

SECTION 10.—Every party, whether principal or agent, shipping explosives or dangerous goods without previous full written disclosure to the Carrier or its agent of their nature, shall be liable for all loss or damage caused thereby, and such goods may be warehoused at owner's risk and expense, or destroyed without compensation.

SECTION 11.—Any alteration, addition or erasure in this bill of lading shall be signed or initialed in the margin by an agent of the Carrier issuing the same, and if not so signed or initialed shall be without effect, and this bill of lading shall be enforceable according to its original tenor.

AND IT IS FURTHER ORDERED that the size of the said bills of lading shall be eight and one-half (8½) inches wide, by eleven (11) inches long.

AND IT IS FURTHER ORDERED that on and after the 1st day of October, 1909, the forms herein approved shall be the only bills of lading to be used by all railway companies subject to the legislative authority of the Parliament of Canada.

(Signed,) J. P. MABEE,
Chief Commissioner,
Board of Railway Commissioners for Canada.

CHANGES IN FREIGHT RATES DURING JULY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of July, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 5 E. 1285	Sup. 5 E. 867	July 5, '09	Iron commodities, Montreal to stations West and lines connecting.
E. 1478 Cancels E. 1182 1237 1262	E. 1063 Cancels E. 763 818 1047	July 8, '09	Commodities, Eastern Canada to Vancouver and Victoria.
Sup. 26 E. 978	Sup. 26 E. 567	July 10, '09	Class and commodity Eastern Canada to Northern Ontario and Manitoba.
Sup. 10 E. 1109	Sup. 10 E. 693	July 23, '09	Commodities, Eastern Canada to Ontario and Manitoba, lake and rail.
Sup. 11 E. 1112	Sup. 11 E. 695	July 23, '09	Commodities, Eastern Canada to C. N. Ry. stations.
Sup. 47 E. 517	Sup. 47 E. 246	July 15, '09	Steel bars or shafting, Hamilton to St. John and Halifax, for export.
Sup. 21 E. 1132	Sup. 21 E. 714	July15, '09	Steel bars or shafting, Hamilton to Montreal, for export.
E. 1481	E. 1066	Aug. 9, '09	Telegraph poles, c.l., C. P. stations to U.S. points.
E. 1482 Cancels E. 1455	E. 1067 Cancels E. 1040	Aug. 9, '09	Proportionate class rates, Ogdensburg, N.Y., ex N.Y.C., to C.P. stations.
E. 1483 Cancels E. 1454	E. 1068 Cancels E. 1039	Aug. 9, '09	Proportionate class rates, Ogdensburg, N.Y., ex Rut. R.R. to C. P. stations.
Sup. 6 E. 554	Sup. 6 E. 270	July 10, '09	Metallic Shingles c.l., Toronto, Galt, Montreal, etc., to points in Northwest.
E. 1480 Cancels E. 1347	E. 1065 Cancels E. 931	Aug. 11, '09	Class and commodity, Detroit to points in Canada.
Sup. 34 E. 1234	Sup. 34 866	July 10, '09	Cancellation of various commodity rates.
Sup. 33 E. 520	Sup. 33 E. 350	July 15, '09	Steel bars, c.l., Hamilton to Boston, for export, 14c. per 100 lbs.
E 1461	E. 1046	July 1, '09	Class and commodity, Eastern Canada to points on Grand Trunk Pacific Ry.
Sup. 23 E. 611	Sup. 23 E. 303	June 29, '09	Class and commodity, Arbitraries Temiskaming to Temiskaming Lake points.
Sup. 1 E. 1436	Sup. 1 E. 1020	July 20, '09	Cooperage stock, c.l., Elmira, Ont., to Cleveland, Ohio, cancelled.
Sup. 25 E. 716	Sup. 25 E. 354	June 30, '09	Minimum on articles loaded in end door cars.
Grand Trunk Railway.			
E. 1669 Cancels E. 21	V. 10 Cancels G.A.D. 3	Aug. 1, '09	Class rates from G. T. stations to points on D. & H. Company.
Grand Trunk Railway.			
Sup. 3 E. 1157	Sup. 3 C.I. 35	July 2, '09	Structural iron and steel, c.l., Cobourg to Montreal, 16 1-2c. per 100 lbs.
Sup. 21 E. 1431	Sup. 21 C.V. 3	July 10, '09	Cancellation of rates on various commodities.
Sup. 4 E. 1433	Sup. 4 C.I. 52	July 5, '09	Iron commodities from Montreal to points West.
Sup. 96 E. 1208	Sup. 96 C.D. 23	July 9, '09	Building material between stations in Canada.
E. 1674 Cancels E. 1374	C.O. 41 Cancels C.O. 27	Aug. 6, '09	6th class rate on Ferro Silicon, c.l., Welland to points in U.S.
Sup. 4 E. 1157	Sup. 4 C.I. 35	July 12, '09	Car axles, c.l., Hamilton to Cobourg, Ont.
Sup. 8 E. 1101	Sup. 8 C.L. 25	July 5, '09	Minimum for articles loaded in end door cars.
E. 1651 Cancels E. 1568	C.I. 66 Cancels C.I. 61	July 15, '09	Wire fencing, c.l., various points, local points and connecting lines.
Sup. 1 E. 1480	Sup. 1 C.N. 29	June 15, '09	Mantles (wooden) Windsor, Ont., to Vancouver and Victoria.
Sup. 10 E. 869	Sup. 10 C.A. 21	May 31, '09	Petroleum and products, Petrolia and Sarnia to local points
E. 1625	J. 3	June 11, '09	Class rates, between G. T. stations and connecting lines and Temiscouata Ry.
Sup. 15 E. 1373	Sup. 15 N. 10	June 8, '09	Commodities between Eastern Canada and points in Northwest.
Sup. 1 E. 1564	Sup. 1 I. 67	June 10, '09	Class and commodity, European ports to Regina, Sask., lake and rail.
Sup. 10 E. 1434	Sup. 10 C.M. 8	May 29, '09	Agricultural implements, c.l., Hamilton to Woodstock, N.B.
Sup. 24 E. 425	Sup. 24 G.B. x 8	June 4, '09	Wrapping paper, l.c.l., Merriton to Hawkesbury, 25c. per 100 lbs.
Sup. 1 E. 1600	Sup. 1 C.I. 65	June 4, '09	Canada plate, tin plate and steel, c.l., Morrisburg to Windsor, Ont., 20c. per 100 lbs.
E. 1633 Cancels E. 891	A. 7 Cancels A. 3	June 15, '09	Arbitraries on classes and commodities between Lower Province ports; also D. A. Ry and H. S. W. Ry.
E. 1634 Cancels E. 1116 E. 1636 Cancels E. 1338	A. 8 Cancels A. 4 I. 71 Cancels I. 51	July 15, '09 July 21, '09	Tariff of arbitraries between Maritime Province Junctions. Class and commodity, European ports to Canadian Northwest. via Montreal, and all rail.
Sup. 10 E. 1304	Sup. 11 R. 3	June 24, 09	Cancellation rates to Byng Inlet and French River.

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway			
E. 1648	V. 9	July 17, '09	Class rates between G.T. and Quebec Central points.
Sup. 10	Sup. 10	July 30, '09	Telegraph poles G.T.
E. 1206	C.F. 82		points to stations in United States.
Sup. 38	Sup. 38	June 30, '09	Lumber, c.l., Rockland
E. 1210	C.F. 83		to Toronto, 12c. per 100 lbs.
New York Central and Hudson River R.R.			
1441	A. 14344	July 24, '09	Agricultural implements and twine, c.l.,
Cancels	Cancels		
1117	A. 10188		Auburn, N.Y., to Ottawa.
1430	A. 14313	July 19, '09	Classes, Ogdensburg and
Cancels	Cancels		Norwood, N.Y., to
1378	A. 13410		Montreal.
1438	A. 14329	July 20, '09	Class, New York State
Cancels	Cancels		points to Montreal.
1185	A. 10905		
1432	A. 14315	July 19, '09	Classes, Utica, N.Y., to
Cancels	Cancels		Ottawa Div. G. T. Ry
1234	A. 11657		
351	A. 4832	July 19, '09	Locomotives on own
Cancels	Cancels		wheels and under own
158	A. 2361		steam.
1437	A. 14327	July 20, '09	Class rates New York
Cancels	Cancels		State points to Mont-
463	A. 3770		real.
1438	A. 14327	July 20, '09	Classes, New York and
Cancels	Cancels		Brooklyn, N.Y., to
962	A. 8053		C.P.R. points.
1443	A. 14359	July 23, '09	Classes, Buffalo and
Cancels	Cancels		Niagara Falls, N.Y.,
1379	A. 13411		to Montreal.
1433	A. 14316	July 19, '09	Classes, Syracuse and
Cancels	Cancels		Solvay, N.Y., to
1380	A. 13412		Montreal.
Chicago, Burlington and Quincey.			
211	130 F.	July 20, '09	Class and commodity,
Cancels	Cancels		C.B. & Q. stations to
186	130 E.		Canadian points.
212	2925 B.	July 17, '09	Classes, C. B. & Q. sta-
Cancels	Cancels		tions to Canadian
159	2925 A.		points.
Lake Shore and Michigan Southern Railway.			
Sup. 12		June 13, '09	Commodities, L.S. &
169			M.S. stations to Canadian points.
Sup. 14		June 22, '09	Iron and steel, L.S. &
158			M.S. stations to Canadian points.
179		July 16, '09	Iron and steel, L.S. &
Cancels			M.S. stations to Cana-
168			dian points.
Kingston and Pembroke Railway.			
258	162	June 28, '09	Classes, Kingston to
Cancels	Cancels		local points.
174	114		
Delaware, Lackawanna and Western R.R.			
202	C. 5080	June 14, '09	Iron and steel points in
Cancels	Cancels		Pennsylvania to Can-
18	C. 1970.		ada.
214	C 5177	July 13, '09	Soda, c.l., Syracuse, N.Y., to Pembroke, Ont.
216	C. 5100	July 15, '09	Commodities, D.L. &
Cancels	Cancels		W. stations to Cana-
99	C. 4016		dian points.
215	A. 513	July 15, '09	Classes, D.L. & W. sta-
Cancels	Cancels		tions to Canadian
52	A. 512.		points.
Atlantic Coast Line R.R.			
10		June 27, '09	Lumber, Southern States points to Canada.
9		June 25, '09	Lumber, c.l., Sumter, B.C., to Toronto, 35.9 cents per 100 lbs.
Michigan Central R.R.			
1436	7944	June 17, '09	Binder twine, c.l., Wel-
Cancels	Cancels		land to Duluth, Min-
1411	7910		neapolis and St. Paul, lake and rail.
Mobile and Ohio R.R.			
Sup. 5		June 21, '09	Commodities, Mobile,
35			Ala., to points in Canada.
Toronto, Hamilton and Buffalo Railway.			
537	182	May 11, 09	Pig iron, c.l., Hamilton
Cancels	Cancels		to various points.
25	67		
Wheeling and Lake Erie R.R.			
26		June 7, '09	Iron and steel rails, c.l., Lorain, O., to Canada
Illinois Central R.R.			
103	646 A.	June 7, '09	Lumber c.l., New Orleans, La., to points in Canada.
Chicago and Eastern Illinois R.R.			
45	1012 A.	June 14, '09	Class and commodity, C. & E.I., points to Canada.
Chicago, Milwaukee and St. Paul Railway.			
Sup. 2	Sup. 2	June 15, '09	Copper, points in Michi-
76	3700 E.		gan to Canada.
Western Maryland R.R.			
49		Aug. 11, '09	Machinery, plate steel
Cancels			and iron pipe, York,
48			Pa., to points in Canada.
Erie R.R.			
115	E. 8755	June 17, '09	Scrap rubber, c.l., East
Cancels	Cancels		Buffalo to Montreal.
95	8454		
Sup. 37	Sup. 55	July 1, '09	Tin plate, c.l. Erie R.R.
4	A. 1716		points to Canada.
Sup. 38	Sup. 56	July 15, '09	Wire rods, c.l., Erie
4	A. 1716		R.R. points to Montreal and Tiffin.
Cincinnati, Muskingum Valley R.R.			
Sup. 2		June 12, '09	Classes, C.M.V. stations
1			to Canadian points.
Elgin, Joliet and Eastern R.R.			
Sup. 1	Sup. 1	July 20, '09	Class and commodity,
8	1082 A.		E. J. & E. points to Canada.
Delaware and Hudson Company.			
826	4953	July 19, '09	Moulding sand, c.l., D.
Cancels	Cancels		& H. stations to
780	4644		points in Canada.
Cancels	A. 646	June 15, '09	Class rates, D. & H.
804	Cancels		points to Canada.
394 and 545	A. 531 and A. 583		
Pere Marquette R.R.			
1011		May 25, '09	Iron and steel, c.l., Lon-
Cancels	Cancels		don to Port Arthur
1006	2603		and Sault Ste. Marie, Ont.
1027-2643		June 23, '09	Various commodities between P.M. stations and points in Canada.
1002	2595	June 6, '09	Iron pipe, c.l., stations
Cancels			in Canada to West
46			Virginia points.
Central R.R. of New Jersey.			
318		June 12, '09	Iron pipe, c.l., Newark,
Cancels			N.J., to Quebec, 25½
17			cents per 100 lbs.
317		June 12, '09	Fire brick c.l., N.J.
Cancels			points to St. John's,
136			P.Q., $3 per net ton.
319		June 12, '09	Iron and steel articles,
Cancels			C.R.R. of N.J. points
19-20-116-193			to Montreal and Perth.
320		June 12, '09	Brick and fireproofing,
Cancels			N.J. points to Mont-
120-144			real, Ottawa and Toronto.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquiries, apply by numbers to the Secretary, at Toronto.

1 **Asbestos.**—A Lancashire firm wishes to get into communication with Canadian firms who mine and crush asbestos.

2 **Agencies for Flour, Feed, Etc.**—A firm of manufacturers and commission agents in Newfoundland, with a large connection, is desirous of securing sole wholesale agencies from Canadian firms for flour, feed, butter, cheese, canned vegetables and fruits, condensed milk, evaporated fruits, apples, hay, oats, leather, preserves and pickles, tea, etc.

3 **Agricultural Implements.** A South African firm of farmers' agents asks for catalogues, price lists, etc., from exporters of agricultural implements.

4 **Agricultural Implements.**—A South African firm of farmers' agents asks for catalogues, price lists, etc., from exporters of agricultural implements.

5 **Agricultural Machinery.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of agricultural machinery.

6 **Agricultural Machinery.**—A South African firm of agricultural engineers asks for catalogues, price lists, etc., from exporters of agricultural machinery.

7 **Box Wood.**—A South African firm of manufacturers of jams, etc., asks for quotations on box wood.

8 **Brushes and Brooms.**—A grocer in Demerara wishes to hear from Canadian manufacturers of brushes and brooms, and to receive catalogues and price lists.

9 **Boots and Shoes.**—A firm of dry goods dealers in Georgetown, Demerara, wishes to receive prices and catalogues from Canadian manufacturers of boots and shoes.

10. **Buggies.**—A west of England correspondent makes inquiry for names of Canadian builders of buggies.

11 **Boots and Shoes.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of boots and shoes.

12. **Biscuits, Confectionery and Dried Fruits.**—A Newfoundland commission firm would like to hear from manufacturers of biscuits, confectionery and dried fruits with a view to representation.

13 **Buggies, Delivery Wagons, Cereals, Etc.**—One of the best known firms of wholesale dealers in West Australia, with good connections and long experience, would be glad to receive quotations on the above goods which they can place orders for.

14 **Corn Brooms.**—A South African firm of wholesale and retail dealers asks for quotations for corn brooms.

15 **Condensed Milk.**—A South African firm of general merchants asks for quotations for condensed milk.

16 **Canned Goods and Biscuits.**—A grocer in Georgetown, Demerara, wishes to hear from Canadian exporters of canned goods and biscuits.

17 **Carriage Requisites.**—A firm of hardware dealers in Port-of-Spain, Trinidad, wishes to have correspondence with Canadian manufacturers of carriage requisites, spokes, tires, etc., and catalogues and price lists of these goods.

18 **Carriages.**—A firm of general and hardware merchants in Port-of-Spain, Trinidad, wishes to hear from firms in Canada manufacturing buggies.

19 **Chairs.**—A manufacturers' agent in Port-of-Spain wishes to hear from Canadian manufacturers of cheap lines of cane-seated chairs.

20 **Chair Seats.**—A Manchester firm asks for prices of chair seats (3 ply) from Canadian manufacturers.

21 **Cream of Tartar Substitute.**—A Manchester firm wishes to obtain cream of tartar substitute from Canadian manufacturers of same.

22 **Calcium Carbide.**—A Manchester firm wishes to correspond with Canadian manufacturers of calcium carbide.

23 **Condensed Milk.**—A South African firm of general merchants asks for quotations from exporters of condensed milk.

24 **Corn Brooms.**—A South African firm of general merchants asks for quotations from exporters of corn brooms.

25 **Coachware Supplies.**—A firm of coachware merchants of thirty years' standing in Yorkshire, would like to have illustrations and specifications of oak spokes, bent hickory rims, warner hubs, naves and similar goods from Canadian manufacturers.

26 **Canned Salmon.**—A well-known old established firm of dealers in Antwerp, Begium, are anxious to get in touch with exporters of canned salmon in Canada, not now represented in Belgium or Holland.

27 **Cooperage Stock.**—A broker in Vancouver, B.C., is open to purchase several cars of cooperage stock suitable for sugar barrels.

28 **Canned Salmon and Lobsters.**—A well-known commission merchant in Brussels, Belgium, is anxious to establish connections with a first-class firm of exporters of the above goods in Canada.

29 **Dairy Utensils.**—A South African firm of farmers' agents asks for catalogues, price lists, etc., from exporters of dairy utensils.

30 **Dairy Utensils.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of dairy utensils. Catalogues are sent showing class of goods which have been found suitable for the South African market.

31 **Dried Fish, Cod, Haddock, Etc.**—Manufacturers' agent in London, England, is in a position to place orders for fish of various kinds, and would welcome correspondence from exporters.

32 **Fencing Wire and Standards.**—A South African Government Agricultural Department asks for quotations for fencing wire and standards, as per specification, which can be had by applying to the Department of Trade and Commerce at Ottawa.

33 **Farinaceous Preparations.**—A South African firm of general merchants asks for quotations for farinaceous preparations.

34 **Fencing Wire and Standards.**—A South African firm of general merchants asks for quotations for fencing wire and standards.

35 **Furniture and Silverware.**—A Demerara firm of wholesale and commission merchants wishes to hear from manufacturers of furniture and silverware in Canada.

36 **Furniture.**—A Demerara firm dealing in household furniture invites correspondence with Canadian manufacturers of furniture.

37 **Flour and Feed.**—A Newfoundland firm would like to handle the products of a good Canadian flour and feed mill.

38 **Flour, Sugar, Canned Goods and Maple Cream.** A Newfoundland commission agent is open to handle flour, sugar, canned goods and maple cream.

39 **Furniture, Fittings, Etc.** A firm of school, church, college and general furnishers in the North of England would be interested in receiving catalogues from Canadian manufacturers of church furniture, school desks and fittings generally.

40 **Furniture.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of office, school and house furniture.

41 **Fencing Wire.**—A South African firm of general merchants asks for quotations from exporters of fencing wire.

42 **Flour.**—A South African firm of general merchants asks for quotations from exporters of flour.

43 **Fencing Material.**—A South African firm of farmers' agents asks for quotations from exporters of fencing material.

44 **Flour, Fish, Products, Etc.**—Commission merchant in the French colony of Gaudeloupe, desires to hear from Canadian exporters of various kinds of products which he might handle in that market.

45 **Gates.**—A South African Government Agricultural Department asks for tenders for 16 feet single gates, as per specification, which can be had by applying to the Department of Trade and Commerce, Ottawa.

46 **Groceries, Canned Goods and General Produce.**—A Newfoundland firm inquires for groceries, canned goods and general produce.

47 **Garden Seats.**—An old established firm in the north of England would be interested in receiving catalogues from Canadian manufacturers of garden seats.

48 **Handles for Axes.**—A South African firm of wholesale and retail dealers asks for quotations for wooden handles for axes.

49 **Harvesting Machinery.**—A South African firm of general merchants asks for quotations, catalogues, etc., for general harvesting machinery.

50 **Hickory Shafts and Wheels.**—A firm of coach hardware merchants in Yorkshire would be interested in having illustrations and specifications from Canadian manufacturers of Warner wheels and bent or straight hickory shafts.

51 **Hardware, Leather Goods, Rubber Tires, Dry Goods, Novelties, Etc.**—Manufacturers' agent travelling through Mexico and calling on principal buyers, is open to represent Canadian exporters of the above line. Claims first-class experience and connections.

52 **Lawn Mowers.**—A South African firm of wholesale and retail dealers asks for catalogues and price lists of lawn mowers.

53 **Light Buckboards.**—A South African firm of farmers' agents asks for catalogues, price lists, etc., from exporters of light buckboards and buggies.

54 **Manufacturers' Agent.**—Englishman with several years' Canadian experience, has recently opened an office as a manufacturers' agent in London, England, and would be pleased to hear from firms desiring representation in the British market.

55 **Maple Syrup and Sugar.** A firm of wholesale grocers in Glasgow, Scotland, are open to purchase the above commodities from Canadian exporters.

56 **Manufacturers' Agent.**—A manufacturers' agent in Edinburgh, Scotland, now handling fire appliances and other mechanical novelties, desires to hear from Canadian manufacturers whom he could represent.

57 **Men's and Boys' Caps.**—A Newfoundland commission merchant wishes to represent a manufacturer of men's and boys' caps.

58 **Mangle Roller Blocks.**—An English firm of washing machine makers asks for prices from Canadian manufacturers of maple roller. Sizes, 26 nches by 6½ inches, 26 inches by 5¾ inches, 22 inches by 6½ inches, 22 inches by 6¾ inches. Must be free from shakes, black marks, knots or cracks. Shipments Liverpool or Manchester.

59 **Peterborough Canoes.** The caretaker of a municipal lake in South Africa asks for quotations for Peterborough canoes.

60 **Printing Paper.**—A South African firm of papermakers and stationers asks for samples and quotations for printing paper

61 **Picks and Shovels.**—A South African firm of general merchants asks for quotations, etc., from exporters of picks and shovels.

62 **Paper.**—A Newfoundland daily newspaper is open to purchase five carloads of paper annually in rolls 54¾ inches wide.

63 **Printed Novelties, Calendars, Etc.**—A firm in Benares City, India, are anxious to receive samples and quotations on calendars, etc., from Canadian firms.

64 **Patent Jacks.**—Particulars of a new jack for automobiles, etc., which has just been invented by an American who is anxious to dispose of the patent rights in Canada, may be procured at this office.

65 **Paper, Lumber, Etc.**—One of the best known manufacturers' agents in the Argentine Republic with a wide connection and many years' experience, is at present in Canada seeking to form connections with manufacturers of the above and other lines who are interested in trade in the Argentine Republic and other South American countries. First-class references.

66 **Pill Boxes, Chip.**—One of the best known firms of dealers in wooden goods in London, England, is in the market to purchase 100 gross lots of wooden chip pill boxes.

67 **Printing Paper.**—A South African firm of printers and publishers asks for quotations for printing paper as per samples; also for white printing, Quad Demy, weight 76 and 90; Quad Crown, 60 and 64; also wrappings from one to five ton lots. Samples of the papers referred to may be had on application to the Department of Trade and Commerce, Ottawa.

69 **Pianos and Organs.**—A Newfoundland commission agent wishes to handle a good line of pianos and organs.

70 **Printing Paper.**—A Newfoundland firm is open to consider quotations for printing paper.

71 **Roofing Paper and Galvanized Iron Piping.**—Correspondence with Canadian firms manufacturing roofing paper and galvanized iron piping is requested by a well established firm of dealers in Georgetown, Demerara.

72 **Sulphite Browns, Caps, Etc.**—A London firm wishes to be placed in communication with Canadian paper mills manufacturing sulphite browns, caps, etc., for the disposal of which they have an established connection.

73 **Stoves.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of stoves suitable for the South African trade.

74 **Stoves.**—A South African firm of general merchants asks for catalogues, price lists, etc., of stoves.

75 **Shovels.**—A South African firm of wholesale and retail dealers asks for catalogues, price lists, etc., of shovels.

76 **Saddlery and Harness.**—A South African firm of general merchants asks for quotations for saddlery and harness.

77 **Stationery and Stationers' Requisites.** A well established firm of stationers in Port-of-Spain, Trinidad, wishes to have catalogues and price lists from Canadian suppliers of stationers' requisites.

78 **Silver and Plated Ware.**—A firm of jewelers in Port-of-Spain, Trinidad, wishes to have catalogues and price lists of these goods from Canadian manufacturers of silver and plated ware.

79 **Silver and Plated Ware.**—A jeweler in Port-of-Spain, invites correspondence with, and should like to have catalogues from, Canadian manufacturers of these articles.

80 **Talc.**—A Manchester firm asks for prices of talc (ground) from Canadian exporters of same.

Position Wanted.

A man with long experience as a mechanic and factory superintendent in a leading gun-making plant in the United States, is open for engagement. He has had extensive and successful experience in handling men and systematizing shop work. Letter addressed to INDUSTRIAL CANADA will be promptly forwarded.

A Metal Roofing Catalogue.

An illustrated price list has been received from the Metallic Roofing Co., Toronto. It shows the various lines manufactured by this company and discusses methods of measuring, laying, etc. The catalogue is printed in French and English.

New Companies Incorporated

ONTARIO.

The Magnetawan Tanning & Electric Co., Ltd., have increased their capital from $100,000 to $200,000.

The Central Electric & School Supply Co., of Toronto, have increased their capital from $48,000 to $148,000.

The Welland Glass Mfg. Co.; capital, $350,000; head office, Welland, Ont.; D. J. McCormick is a director.

The Dominion Sugar Co.; capital, $1,500,000; head office, Wallaceburg; D. A. Gordon is a director.

Diamond Cleanser; capital, $50,000; head office, Ottawa; George Kennedy White is a director.

The Empire Refining Company; capital, $200,000; head office, Walkerville. This company will refine petroleum. Alexander Leslie, director.

The Ornamental Galvanized Iron Mfg. Co.; capital, $50,000; head office, Toronto; Charles Washington, director.

The Brantford Emory Wheel Co.; capital, $40,000; head office, Brantford; Rudolph Thatcher is a director.

The Invincible Renovator Mfg. Co.; capital, $100,000; head office, Toronto; D. G. M. Galbraith is a director.

The Imperial Jewelry Co.; capital, $40,000; head office, Toronto; John T. Loftus is a director.

Dr. Joseph Lister & Co.; capital, $40,000; head office, Windsor. The company will manufacture patent medicines. Charles E. Cessna, Oak Park, Ill., is a director.

The Solo Saw Co.; capital, $20,000; head office, Ottawa; Godfrey H. M. Baker is a director.

The Soo Falls Brewing Co.; capital, $350,000; head office, Sault Ste. Marie; Casimir Kocot is a director.

The Dominion Electric Co.; capital, $40,000; head office, Ottawa; T. A. Low, Renfrew, Ont., is a director.

The name of the Toronto Lithographing Co., Ltd., has been changed to Stone, Ltd.

The name of the Canadian Shoe Machinery Co. has been changed to the Canadian General & Shoe Machinery Co.

Eadie-Douglas; capital, $100,000; head office, Montreal. The company will do general contracting. Harold G. Eadie, Montreal, is a director.

The Standard Elevator Co.; capital, $250,000; head office, Winnipeg. The company will do an elevating and a milling business. W. K. Chandler, Winnipeg, is solicitor.

George A. Fuller Co.; capital, $100,000; head office, Montreal. The company will do general contracting. A. Reginald Chipman, Montreal, is a director.

The Dominion Newspaper Syndicate; capital, $20,000; head office, Montreal; Robert C. Smith, K.C., is solicitor.

The Colonial Furniture Co.; capital, $49,900; head office, Strathroy, Ont.; John A. Minchner, Strathroy, is a director.

The Petaluma Co.; capital, $145,000; head office, Ottawa; John L. Webster, Ottawa, is a director.

The Montreal Mechanical Work Co.; capital, $10,000; head office, Montreal. The company will manufacture contractors supplies. Camille Richard, Montreal, is a director.

The Valentine & Sons United Publishing Co.; capital, $149,000; head office, Montreal; P. McIntosh Black is a director.

The St. Louis Construction Co.; capital, $20,000; head office, Montreal; Paul Demers is a director.

The St. Thomas Match Co.; capital, $100,000; head office, St. Thomas, Ont.; Albert E. Thomas is a director.

The Madera Co.; capital, $5,000,000; head office, Toronto. The company will do a lumbering and development business. George Hamilton Cassels, Toronto, is solicitor.

The Erne Shipping Co.; capital, $32,000; head office, Montreal; Charles Allen McCollough, New York, is a director.

The Black Lake Consolidated Asbestos Co.; capital, $4,000,000; head office, Montreal; R. A. E. Greenshields, K.C., is solicitor.

The Canadian May-Oatway Fire Alarms; capital, $100,000; head office, Winnipeg; Manlius Bull, of Winnipeg, is a director.

King Edward Park Co.; capital, $1,000,000; head office, Montreal; Joseph Gravel is a director.

The British Empire Grain Co.; capital, $500,000; head office, Winnipeg. The company will do an elevator and milling business. Albert P. Stuart, Winnipeg, is a director.

MANITOBA.

Home Publishing Co.; capital, $40,000; head office, Winnipeg; John Stovel, Winnipeg, is a director.

The Hanbury Manufacturing Co.; capital, $300,000; head office, Brandon, Man. The company will manufacture timber and lumber products. John Hanbury, Brandon, is a director.

The Union Overall Co.; capital, $20,000; head office, Winnipeg; Frederick E. Chalmer, Winnipeg, is a director.

Western Public Abbatoirs; capital, $100,000; head office, Winnipeg; Glen Campbell, Gilbert Plains, Man., is a director.

NOVA SCOTIA.

Midmer, W. D. & Co., Canada, Ltd., New Glasgow, Pictou Co., N.S.; regr., 4,600, June 22, 1909; incorporated under Nova Scotia Company's Act with an authorized capital of $100,000, divided into 20,000 shares of $5.00 each. Incorporators were H. K. Fitzpatrick, Evan Kennedy, Raymond Dand, Hector H. MacKay.

Frasers, Ltd., Truro, Colchester Co., N.S.; regr., 4,600, June 22, 1909; incorporated under Nova Scotia Company's Act with an authorized capital of $20,000, divided into 2,000 shares of $10.00 each. Incorporators were Harry A. Purdy, Amherst; James K. Fraser, Truro; William W. Creelman, Truro.



Canadian General Electric Co.

Limited

King and Simcoe Streets, Toronto, Canada

Montreal, Halifax, Ottawa, Winnipeg,
Vancouver, Rossland

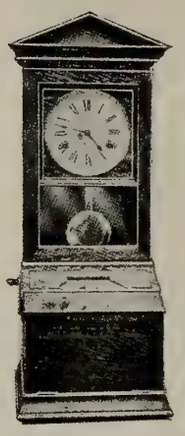
Manufacturers of

Electrical Apparatus

Of All Kinds

Complete Electrical Installations for all Purposes

If you Believe that Time is Money



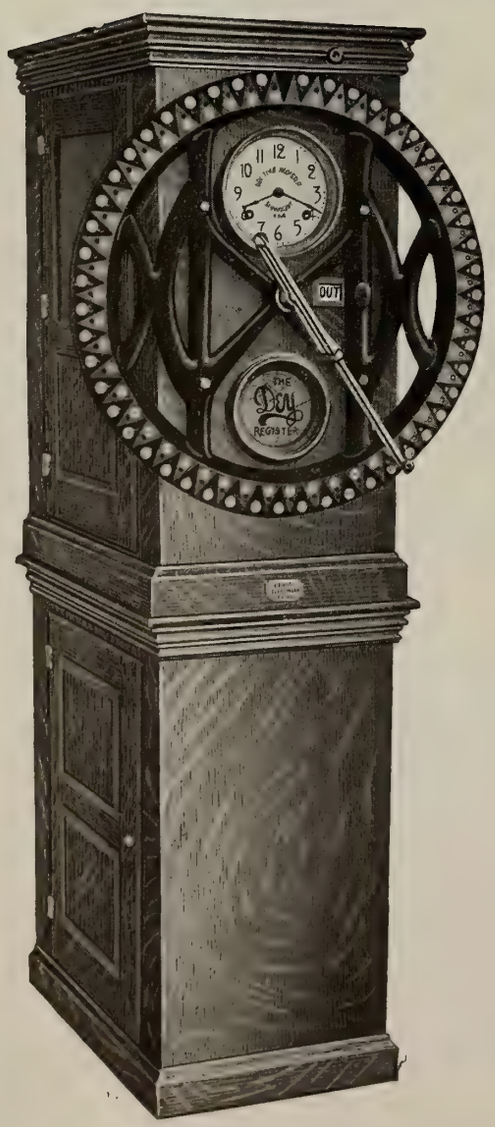
You ought to be using an up-to-date Time Recording System.

We are Manufacturers of the Original Dey Machine

The small cut on the right illustrates the New

Bundy Autographic Recorder

which is especially suited to small plants. It aids you to get the full time for which you are paying wages. With this clock each man signs his name when ringing in, with the result that one man cannot ring in for another without being immediately detected by the difference in signature.



This large cut shows the

Dey Dial Time Recorder

This machine is entirely automatic, and has proven its practical utility in many of the largest industrial plants on the American continent. When registering either "in" or "out," the employee moves the pointer around till it is opposite his number. Then he presses the pointer in the hole or slot corresponding to his number, and his exact time of arriving or leaving is accurately recorded. It cannot cheat, lie or show favor. Its evidence is indisputable. Late arrivals are shown in ink of a different color to that of the prompts. This machine saves your pay roll from being padded; enforces punctuality; expedites the compiling of wage and overtime sheets.

We can meet your requirements whether you employ ten men or a thousand, and for a moderate expenditure.

Write us to-day for Illustrated Catalogue.

The International Time Recording Co.

of Canada, Limited

25 Alice Street, = Toronto, Canada

Oxford Trading Company, Ltd., Oxford, Cumberland Co., N.S.; regr., 4,600, June 29, 1909; incorporated under Nova Scotia Company's Act with an authorized capital of $10,000, divided into 1,000 shares of $10.00 each; incorporators were S. B. Patton, J. S. Lowther and Albion Rushton, of Oxford, and others

Dartmouth Steam Fishing & Curing Co., Ltd., Dartmouth, Halifax Co., N.S.; regr, 4,600, July 3, 1909; incorporated under Nova Scotia Company's Act with an authorized capital of $30,000 divided into 300 shares of $100 each; incorporators were Robert Christie, A. G. Allardyce and Wm. Main, of Dartmouth, and others.

Burchell, J. E. & Co., Ltd., Sydney, Cape Breton County, N.S.; regr., 4,600, July 13, 1909; incorporated under Nova Scotia Company's Act with an authorized capital of $40,000, divided into 400 shares of $100 each; incorporators were J. E. Burchell, A. S. Burchell and Chas. J. Burchell, all of Sydney.

McLean Milling Company, Ltd., Amherst, Cumberland Co., N.S.; regr., 4,600, July 15, 1909; incorporated under Nova Scotia Company's Act with authorized capital of $50,000, divided into 500 shares of $100 each; incorporators were Harry A. Purdy, George E. McLean and Jas. E. Lusby, all of Amherst.

The Bridgewater Lumber Company, Ltd., Bridgewater, Lunenburg Co., N.S.; regr., 4,600, July 12, 1909; incorporated under Nova Scotia Company's Act with an authorized capital of $50,000, divided into 500 shares of $100 each; incorporators were George Boehner, West LaHave; Jas. H. Zwicker, New Germany, and Loring H. Putnam, Bridgewater.



WHAT sense is there in buying a roof that surely must be repaired every few years?—when you can buy for less money a roof that is GUARANTEED to need no repairs—nor even painting—for TWENTY-FIVE years. Specially when the 25-year roof is actually good for a HUNDRED years,—as is any roof that's covered with

Oshawa

Double Galvanized Steel

Shingles

Unskilled labour can put them on perfectly,—almost automatic, with their four-way lock. Any building they are on is practically fireproofed, is rain-and-snow and wind-and-weather proof, is proof against lightning. No special timbering needed,—a roof that costs less and is worth far, far more. Better get the book about them,—likely to save you much trouble and more money. Just address, for book and sample shingles

THE PEDLAR PEOPLE

Established OF OSHAWA 1861

Montreal Ottawa Toronto London Winnipeg

MANUFACTURERS

When remodelling or building, write us for estimates on our



Metallic Ceilings and Walls

They can be laid over any style of old ceiling or wall—no tearing down of plaster—and are absolutely fireproof—a lowering of your insurance rate. Metallic Ceilings prevent the dust and bits of plaster falling on the merchandise and damaging it; and are very artistic—many varied designs suitable for warehouse and office to select from.

Our Metallic Goods will assist you in making your building fireproof.

We manufacture Steel Shingles, Fireproof Windows and Doors, Skylights, Rock-Faced Siding, Steel Cornices, Eavestrough, etc.



"Look around you. You will see lots of warehouses with Metallic Ceilings. Ask the owners about them."

—The Philosopher of Metal Town.

MANUFACTURERS 1803

The Metallic Roofing Co Limited

TORONTO & WINNIPEG

For Factory Construction



There is no other material quite so satisfactory —CHEAP, WARM, FIREPROOF, DURABLE, as

"Acorn Quality" Corrugated Sheets

Don't tie up unnecessary capital in expensive buildings. Write us and we'll tell you how to build at small cost, thus leaving the bulk of your capital to develop your business.

Our Catalogue is Free for the Asking

The Metal Shingle & Siding Co. Limited

PRESTON, ONT.

Montreal Toronto

AMONG THE INDUSTRIES

WEST.

The C.P.R. will build a new station at Brandon, Man.

The Union Bank will build an office building at Edmonton.

The National Drug Co. will build a three-storey warehouse at Calgary, Alta.

A. G. Woodward has let contracts for a four-storey warehouse in Victoria, B.C.

The North Pacific Lumber Co. have let the contracts for their new mill at Barnet, B.C.

Codville & Co., of Winnipeg, may erect a warehouse and office building in Brandon, Man.

Reeves & Co., of Columbus, Indiana, may establish a threshing machinery factory in Regina.

The Imperial Rice Mill Co. will build a warehouse and factory in Vancouver, at a cost of $17,500.

The Beaver Lumber Co. have purchased a site for an extension to their factory at Portage la Prairie.

The B. F. Graham Lumber Co. will build a saw mill at Victoria, B.C., with a daily capacity of 100,000 feet.

The Manson, Campbell Co. and the Gray Carriage Co., both of Chatham, Ont., will erect a warehouse at Moose Jaw, Sask.

It is reported that a branch of the Grand Forks Machine and Structural Iron Works will be established in Vancouver, B.C.

The Syracuse (Indiana) Radiator Co. are negotiating with Portage la Prairie, with a view to the establishment of a branch there.

The ratepayers of New Westminster, B.C., will vote on a proposition to spend $378,000 on an extension to their waterworks system.

The Froelich Manufacturing Co., of St. Paul, Minn., manufacturers of washing machines, may establish a branch in Portage la Prairie.

The Western Milling Co., of Calgary, will rebuild their elevator in that city, which was recently destroyed by fire. The cost will be $12,000.

The Great West Saddlery Co., of Winnipeg, whose plant was destroyed by fire, will rebuild. A building will be erected at a cost of $100,000.

The Fernie, B.C., Board of Trade are negotiating with a United States company, with a view to the establishment of a structural steel plant in that city.

The McDougall-Jenkins Engineering Co. are negotiating with the city of North Vancouver, B.C., with a view to establishing boiler and machine shops and an iron foundry there.

Five times the light for the money



For the same cost per hour for current, a VICTOR FLAMING ARC Lamp supplies just five times the amount of light any ordinary arc lamp gives—
—and it is not so much trouble to care for; it doesn't get out of order at the wrong time; it doesn't dazzle the eyes—
—a wondrously soft and pleasing, yet very powerful and brilliant light—
—the one light that utilizes the electric current to the very best advantage of the man who pays the bills—
—nothing to equal a VICTOR for construction work at night, or for—
—illuminating a store front so the people simply cannot pass it by without stopping and looking—
—the first cost, too, is remarkably little. Just how little you will learn when you ask for Bulletin No. 209.

—suppose you ask now, while the subject is fresh in your mind.

THE NORTHERN ELECTRIC AND MANUFACTURING CO. LIMITED

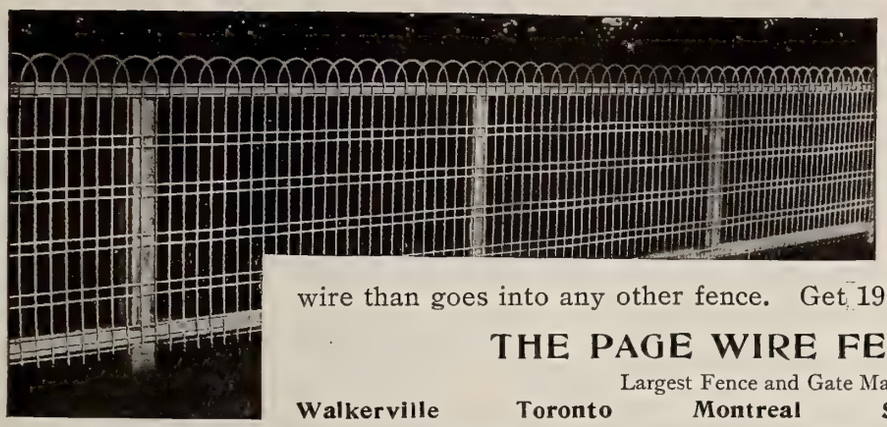
Manufacturers and suppliers of all apparatus and equipment used in the construction, operation and maintenance of Telephone and Power Plants.

MONTREAL
Cor. Notre Dame and Guy Sts.

VANCOUVER
424 Seymour St.

TORONTO
60 Front St. W.

WINNIPEG
599 Henry Ave.



Page White Fences

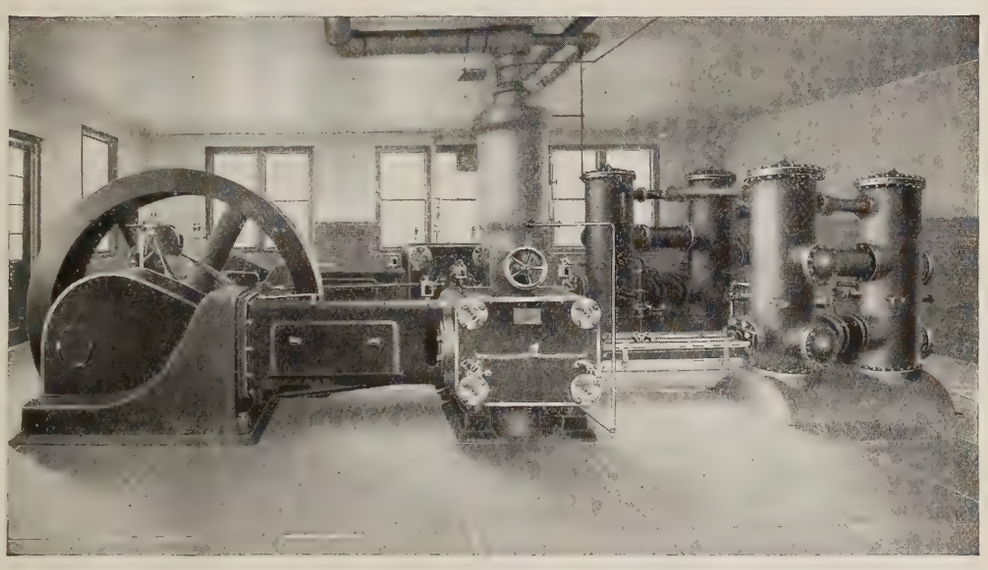
Get the Best. Styles for Lawns, Farms and Ranches. Made of high carbon wire, galvanized and then painted white. Tougher and stronger wire than goes into any other fence. Get 1909 prices and illustrated booklet.

THE PAGE WIRE FENCE CO., LIMITED

Largest Fence and Gate Manufacturers in Canada

Walkerville Toronto Montreal St. John Vancouver Victoria 222

ROBB POWER PLANTS



ENGINES

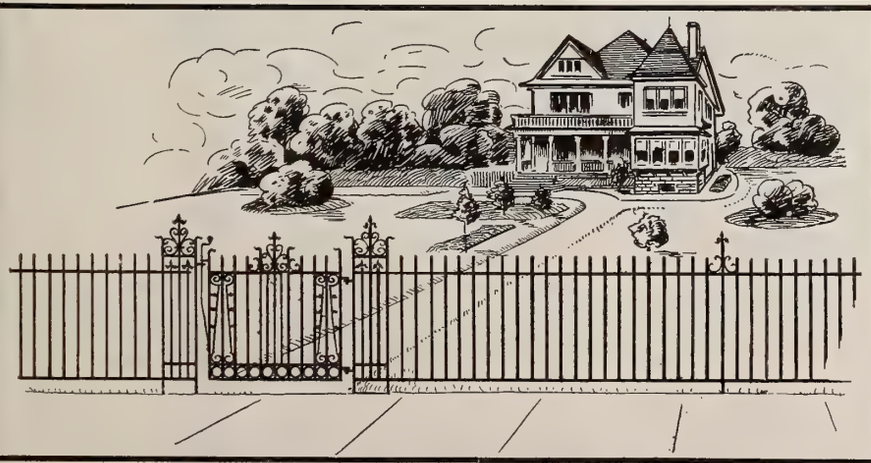
Corliss, Slide Valve, Horizontal, Vertical

BOILERS

Return Tubular, Water Tube, Internally Fired, Portable

ROBB ENGINEERING CO., Limited, Amherst, N.S.

DISTRICT OFFICES
709 Power Building, MONTREAL; Watson Jack, Manager.
Traders Bank Building, TORONTO; Wm. McKay, Manager.
Union Bank Building, WINNIPEG; W. F. Porter, Manager.
Calgary Block, CALGARY; J. F. Porter, Manager.



Canadian Ornamental Iron Co.

OFFICE: 243 CONFEDERATION CHAMBERS

MANUFACTURERS OF ORNAMENTAL IRON WORK.

OUR SPECIALTY "LEA'S MODERN METHOD STAIR," lightest, strongest, neatest Stair on earth, being used now in most modern buildings under construction in Toronto.

GET OUR DETAILS AND PRICES FOR ANY SIZE BUILDING

WORKERS OF ART METAL.

JOSEPH LEA - - Manager

ONTARIO.

Woodstock will build a new school building at a cost of $20,000.

The Toronto Bedding Co. will build a $22,000 new factory building.

It is reported that the C.P.R. will build a 12,000,000 bushel elevator at Victoria Harbor.

Berlin will spend $19,000, double-tracking the electric line between Berlin and Waterloo.

Toronto will have a centrifugal pump installed in connection with its filtration plant.

J. E. Edwards & Sons, Toronto, are building a factory for the manufacture of patent leather.

The contract for the new G.T.R. station at Ottawa has been let. The cost will be about $500,000.

The Brooks Gasoline Engine Co., of Fallsview, Ont., suffered a complete loss by fire recently.

The C.P.R. will enlarge their shops at West Toronto. A new building will be erected at a cost of $30,000.

The McLaughlin Carriage Co., of Oshawa, have commenced the erection of a new factory building in that town.

The Smart-Turner Machine Co., Limited, have supplied The F. R. Lalor Canning Co. with one of their Duplex Pumps.

The John Taylor & Co., Toronto, have ordered a Duplex Pump from The Smart-Turner Machine Co., Limited, Hamilton, Ont.

Geo. H. Hees, Son & Co., Toronto, are building a four-storey addition to their factory. The output will be doubled when the extensions are complete.

A floating steel dry dock will be built for James Whalen, for use in the Port Arthur harbor. The dock is to be 100 feet long by 70 feet wide and will cost $50,000.

The Sheppard Lumber Co., Waubaushene, Ont., have ordered a Duplex Outside Packed Plunger Pump with Pot Valves from The Smart-Turner Machine Co., Limited, Hamilton, Ont.

The Dominion Tack and Nail Company, which started in business in Galt only a few months ago, has already grown so as to make necessary the securing of larger premises. A new building will be erected at once, a site for which has already been bought.

A new oil refining company with capital of $200,000, to be known as the Empire Oil Company, was launched at Wallaceburg recently. The land for the plant on the water edge has been purchased. Ohio crude will be used exclusively, brought into Wallaceburg by boat, and natural gas will be used for fuel purposes. The plant will be erected at once and actual operations to commence in ninety days. Following are the directors and officers: President, H. A. Stonehouse, Wallaceburg; Vice-President, R. G. Stitt, Toledo; General Manager, Mayor Edward E. Grant, Petrolea; Secretary, R. W. S. Littlewood, Petrolea; J. T. Murphy, of Finlay, Ohio, and Andrew Daly, of Wallaceburg.



The G.T.R. will build new freight sheds, 340 feet by 60 feet, in Ottawa.

The Edwards Manufacturing Co., Toronto, are erecting a $7,000 building.

A $15,000 addition will be built to the Stratford, Ont., General Hospital.

The Canada Metal Co. are establishing a shot-making plant in their factory on Fraser Ave., Toronto.

Contracts have been let for a new public library at Peterborough. The contract is for $21,887.

The Hamilton Steel and Iron Co. have installed a centrifugal pump in their plant at Hamilton. The Smart-Turner Co. supplied it.

The ratepayers of Stratford have defeated a by-law to guarantee the bonds of the Stratford Carriage and Motor Co. This company was organized to take over the plant and factory of the Borland Carriage Co.

The Tobin Arms Co., of Norwich, Conn., manufacturers of firearms, are reported to be about to establish a Canadian branch factory at Woodstock, Ont. Considerable local capital was interested in the Woodstock branch, which will be run by a separate company.

The Thermos Bottle Co. has been reorganized and will be hereafter managed in Toronto, where the bottles will be manufactured. Under the new organization R. J. Copeland, Toronto, will be President. The factory will be located in the Hunter-Rose building.

SCALES

OF ALL CAPACITIES,

FOR ALL PURPOSES.

FOR USE IN ANY BUSINESS.



...MADE BY...

The Burrow, Stewart & Milne Co. Limited

HAMILTON

CENTRIFUGAL PUMPS

FOR ALL PURPOSES



To Run Vertically or Horizontally

And Arranged for Belt, Motor or Engine Drive

Heavy and Practically Indestructible

The Waterous Engine Works Co. LIMITED

BRANTFORD, CANADA

The Rainy Lake Lumber Co. will erect a large saw mill at Fort Frances.

Press & Son's flour mill at Bracebridge was destroyed by fire recently.

The Postum Cereal Co. will erect a $10,000 plant at Windsor to handle the Canadian end of their business.

The Toronto Furniture Co. will purchase 200 feet of land from the City of Toronto, on which they propose erecting a $75,000 factory.

The Northumberland Pulp Co. will get a fixed assessment of $3,000 for ten years from the town of Campbellford. The company will build a $10,000 mill.

The ratepayers of Parry Sound, Ont., will vote on a proposition to loan $30,000 to the Algoma Lumber & Chemical Co., to assist them in building a wood alcohol and charcoal plant. The company further ask a fixed assessment of $10,000 and cheap electric power.

Negotiations have been completed for the purchase of 22 acres of Ashbridge's Marsh, in Toronto, by the National Iron Works Co., the price being $35,000. The Mulock interests are behind the new venture.

QUEBEC.

Friedman Bros. will build a planing mill in Montreal.

J. S. Mitchell & Co., of Sherbooke, will build a warehouse, 100 by 60 feet, steel construction.

"LEHIGH" PORTLAND CEMENT
THE STANDARD BRAND OF CANADA

Specify none other for Sidewalks and high grade engineering work.
Shipments either Water or Rail.

LEHIGH PORTLAND CEMENT CO., Limited
Continental Life Building - - TORONTO, ONT.



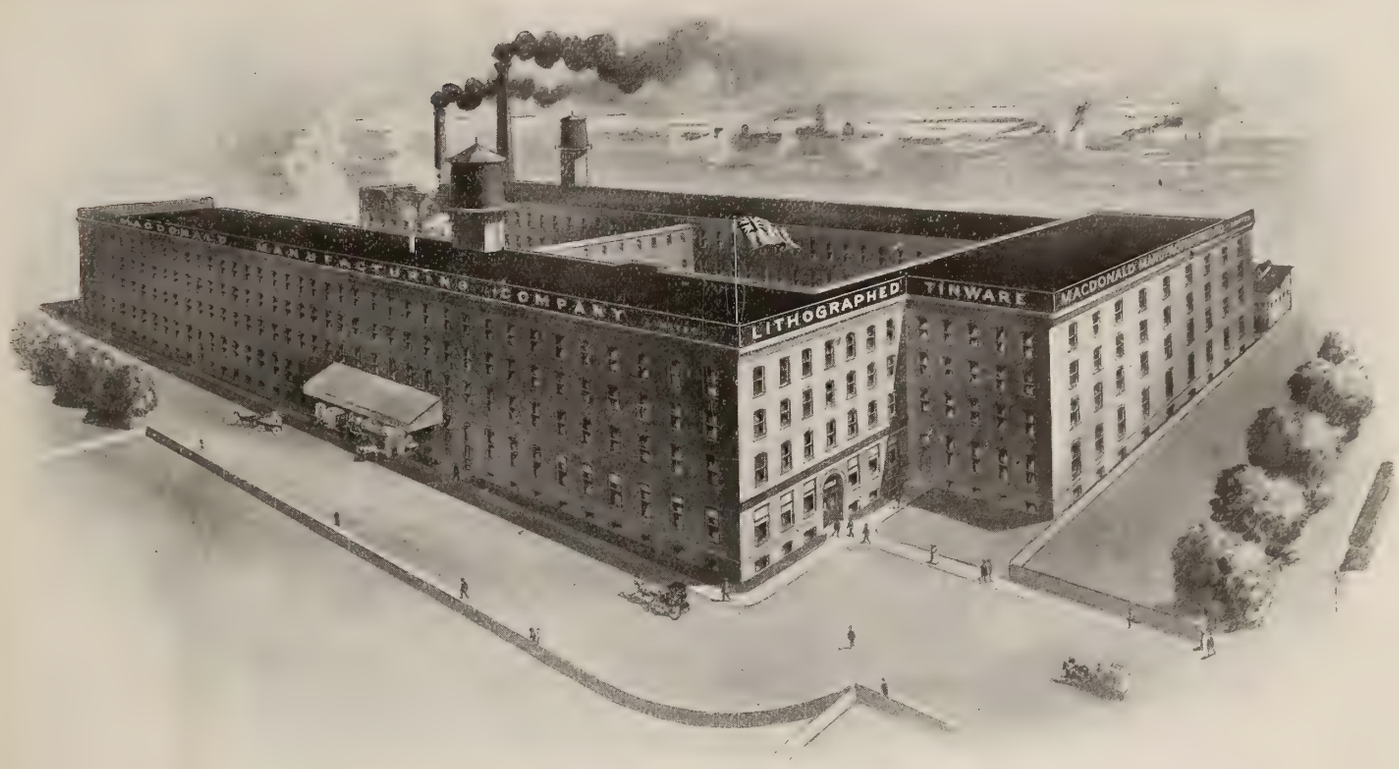
Cut of 58-inch "Extra" Double Belt
Made by The J. C. McLaren Belting Co.

WE ARE HEADQUARTERS FOR ALL KINDS OF

Belting
Lace Leather
Card Clothing
Reeds and
General Mill Supplies

ABSOLUTE SATISFACTION GUARANTEED

The J. C. McLaren Belting Co.
ESTABLISHED 1856
Head Office and Factory: Montreal, Que.
Branches: Toronto and Winnipeg



We think quality just as important in tinware as anything else. Compare our goods with others.

MACDONALD MANUFACTURING COMPANY, LIMITED.

PLAIN AND DECORATED TIN BOXES AND SIGNS.

Head Office and Works — 39 St. Antoine St. — 111 Lombard St.

TORONTO — MONTREAL — WINNIPEG

You want the best.

We supply it.

Give us an opportunity of showing you what we can do and are doing.

Leather Belting

D. K. McLAREN, LIMITED. MONTREAL. TRADE MARK

We had one individual sale of $12,000.00 worth of Leather Belting. Hear what the purchaser said about it. Write for testimonials and be convinced.

All our belting is guaranteed.

D. K. McLaren, Limited

STOCK DEPOTS:

MONTREAL, 309 Craig St. West. TORONTO, 200 King St. West. QUEBEC, 21 St. Peter St.

ST. JOHN, N.B., 64 Prince William St. VANCOUVER, B.C., 418 Abbott Street.

Alberta Portland Cement Company Limited

CALGARY, CANADA.

Manufacturers of the famous

"Buffalo Brand Cement"

Unequalled in fineness and quality. Fully Guaranteed.

Present Capacity 500,000 Barrels Annually

also

The Largest Manufacturers of Pressed Brick in the Western Provinces, Quality unexcelled.

Write for prices

THE AULT AND WIBORG VARNISH WORKS OF CANADA, LIMITED

MANUFACTURERS OF

PROCESS LACQUERS, VARNISH AND FINE JAPANS

CONSULTING CHEMISTS
FOR VARNISH SPECIALTIES

19, 21 and 23 Charlotte Street, Toronto, Canada

LONDON ENG. NEW YORK, N.Y. CINCINNATI, O. CHICAGO, ILL. SAN FRANCISCO

THE HIGHEST TYPE OF MODERN FIREPROOF CONSTRUCTION

EXPANDED

Steelcrete TRADE MARK

METAL

OFFICE BUILDINGS, FACTORIES, WAREHOUSES, POWER PLANTS

System used in Conjunction with Steel Frame Design or with Reinforced Concrete Columns and Beams.

OUR DESIGNING AND CONSTRUCTION SUPERVISED BY AN ENGINEERING STAFF WITH 12 YEARS' EXPERIENCE.

Steelcrete Expanded Metal Lath

Is the Original Expanded Metal Lath.

Infringements and Imitations only emphasize the facts that Steelcrete Metal Lath for Ceilings, Partitions, and all Plastering, ABIDES AS THE BEST.

The Largest Sheet, Best Key, Most Economical, Pre-eminently THE STRONGEST.

Fenestra Steel Window Sash and Casements

Standard in British Isles and on the Continent

Although Indestructible, costs little more than "COMMON OLD WOOD SASH."

ALL OF ABOVE MADE IN CANADA BY

Expanded Metal and Fireproofing Co., Limited

Offices and Works - - Fraser Avenue, TORONTO, ONT.

IN
PURCHASING
ALL YOUR
SUPPLIES FROM

THE
CANADA PAINT
COMPANY

YOU SAVE TIME,
FREIGHT AND MONEY
INASMUCH AS THE
CANADA PAINT
COMPANY
MANUFACTURES
EVERY VARNISH, STAIN,
ENAMEL, PAINT AND COLOR
USED BY THE
PAINTER, VARNISHER
AND
MANUFACTURER

VARNISHES

Brantine
Architectural
Finishes



To Finish
Residences
Clubs
Hotels
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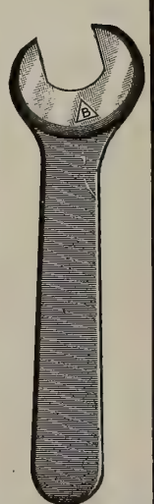
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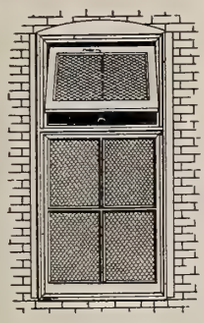
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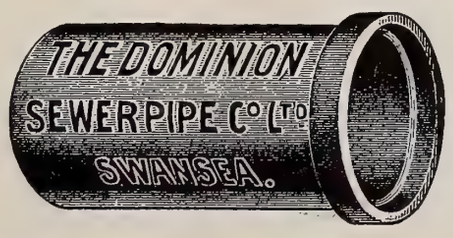
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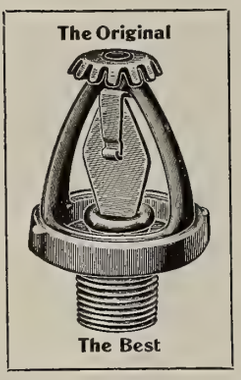
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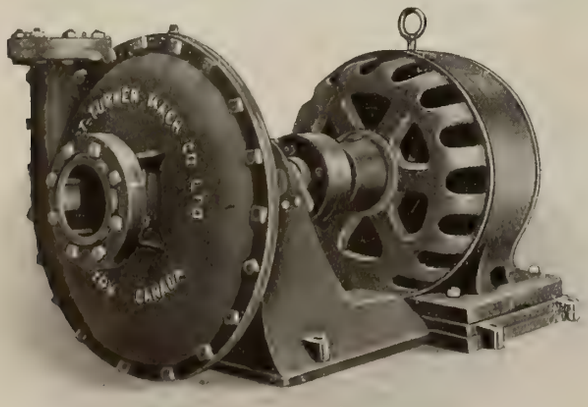
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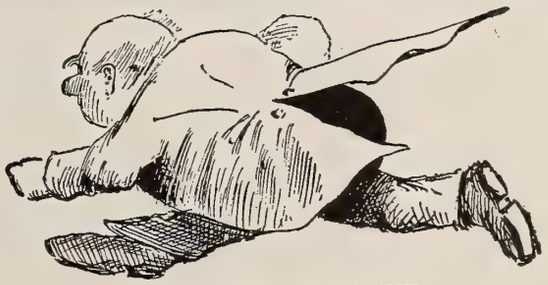
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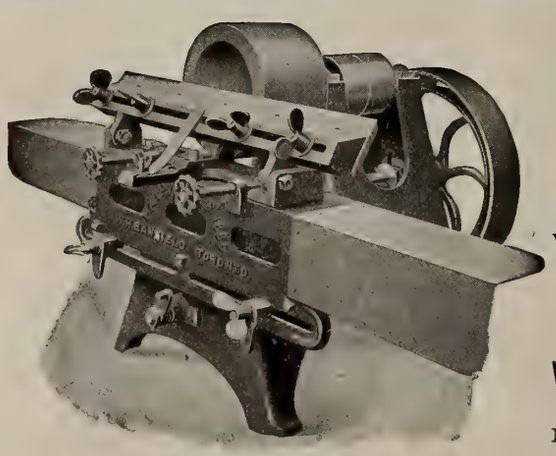
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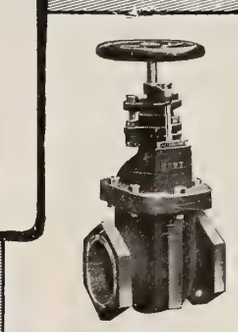
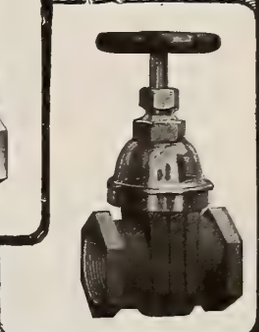
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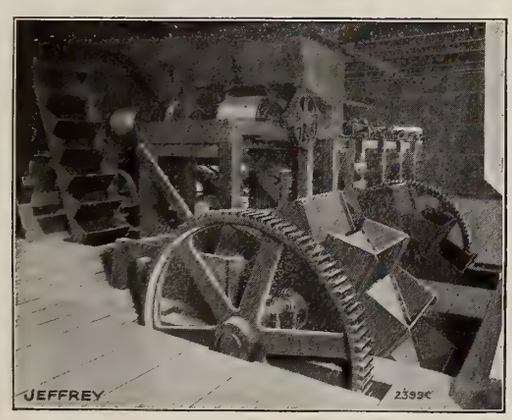
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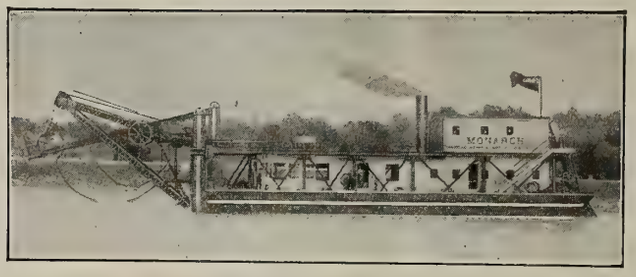
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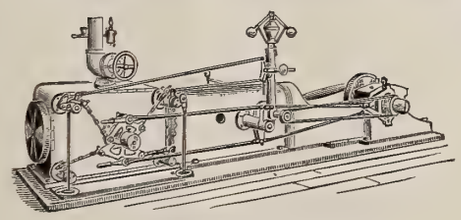
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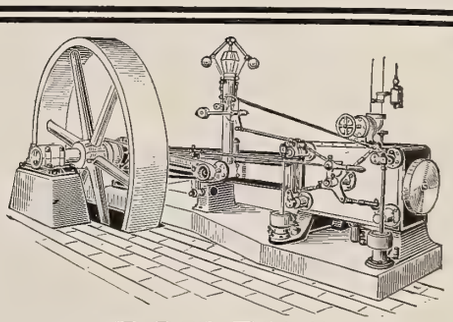
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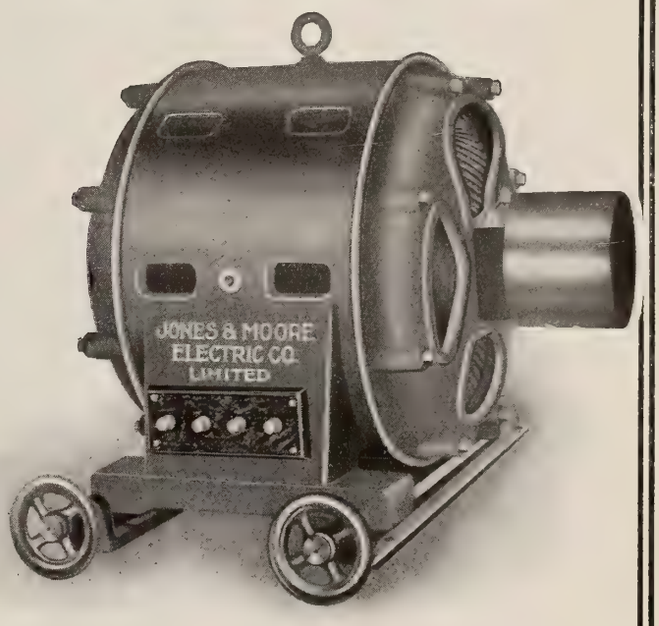
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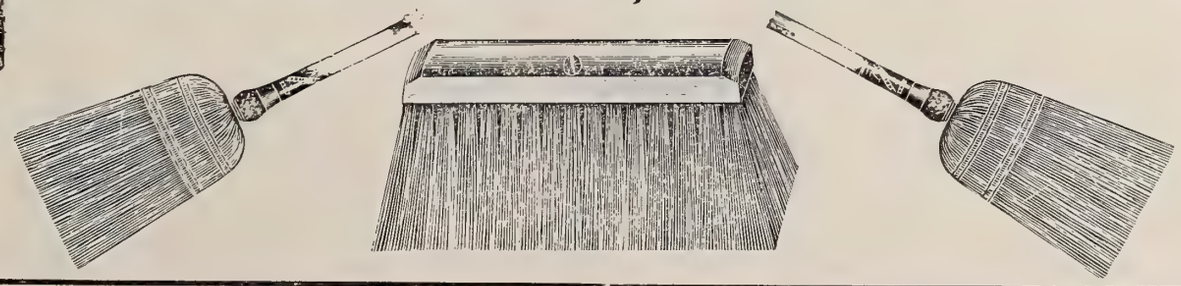
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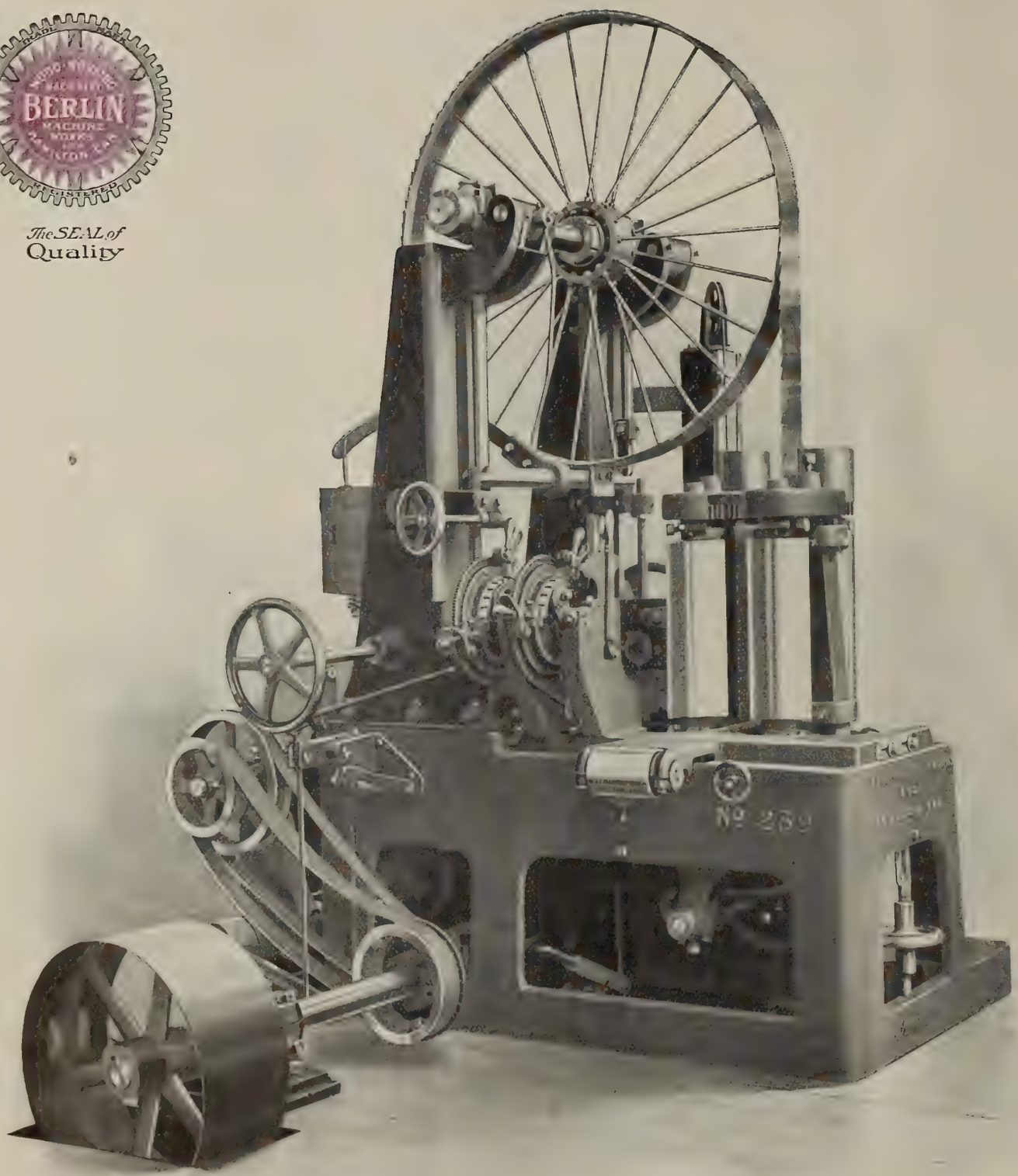
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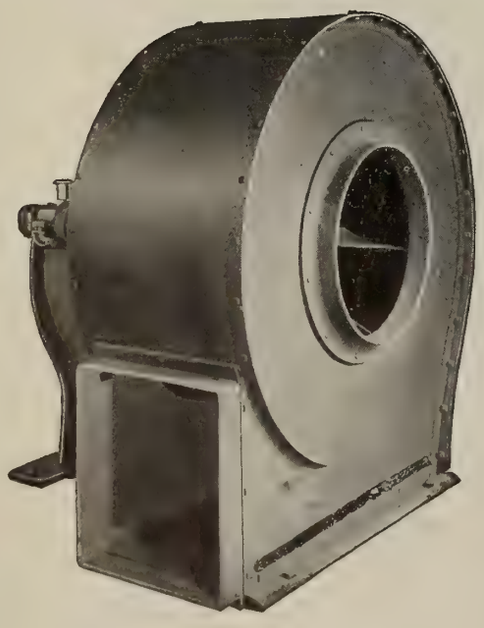
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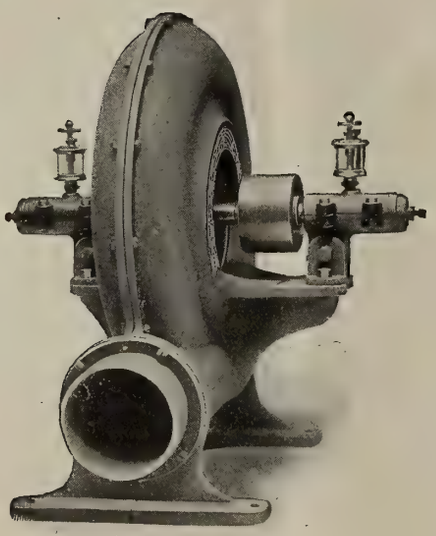
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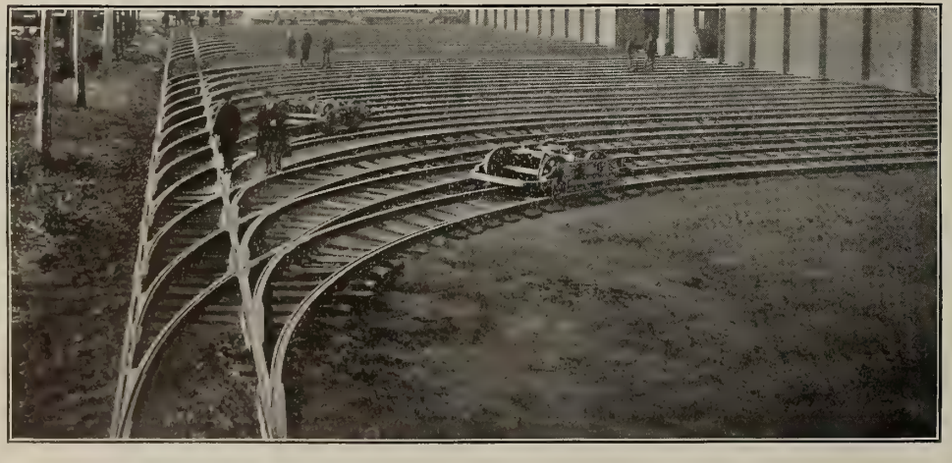
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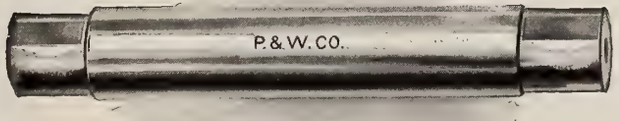
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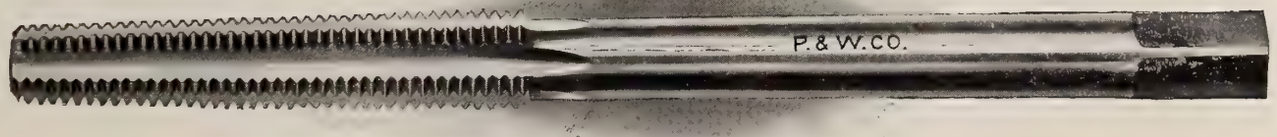
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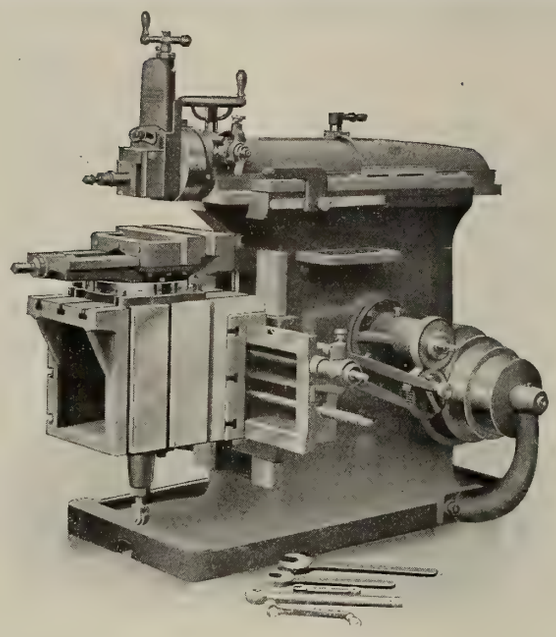




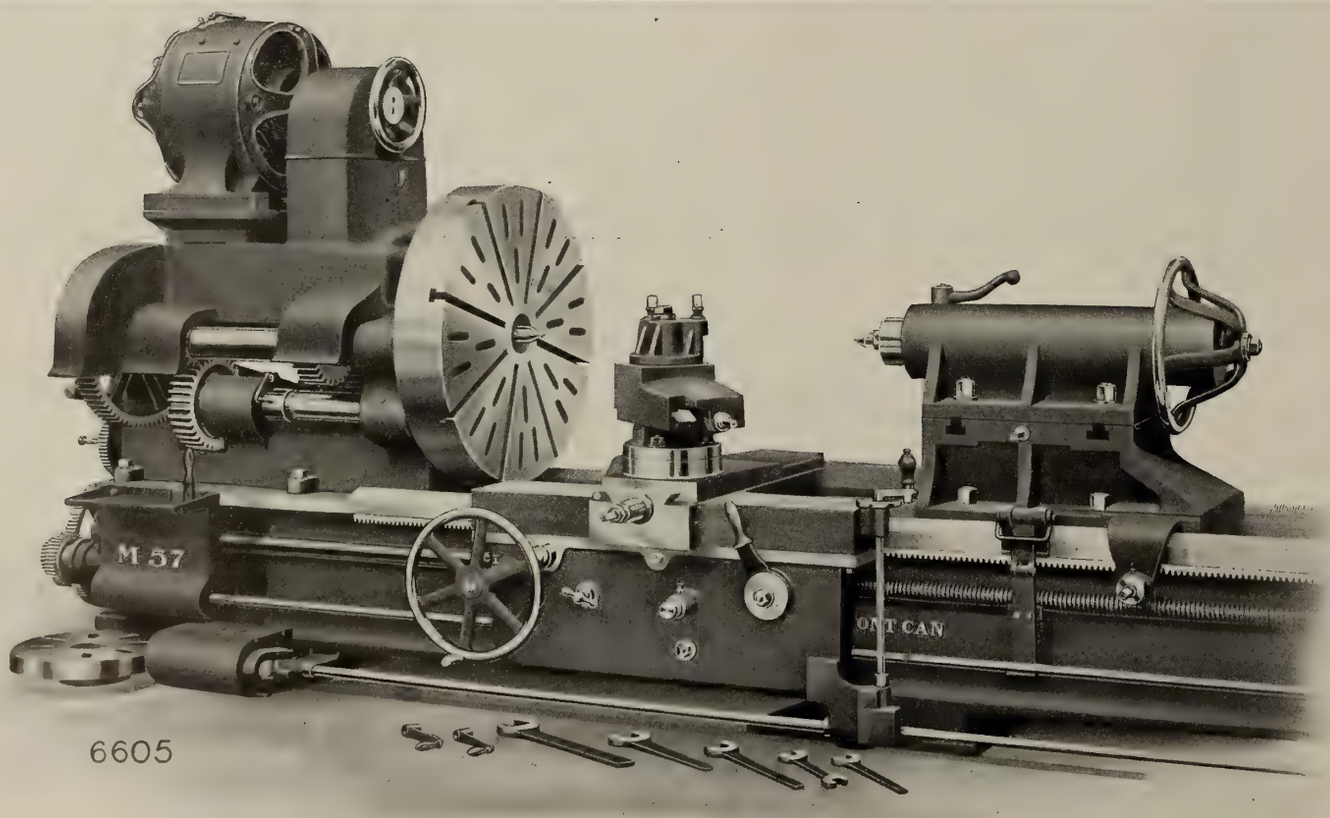
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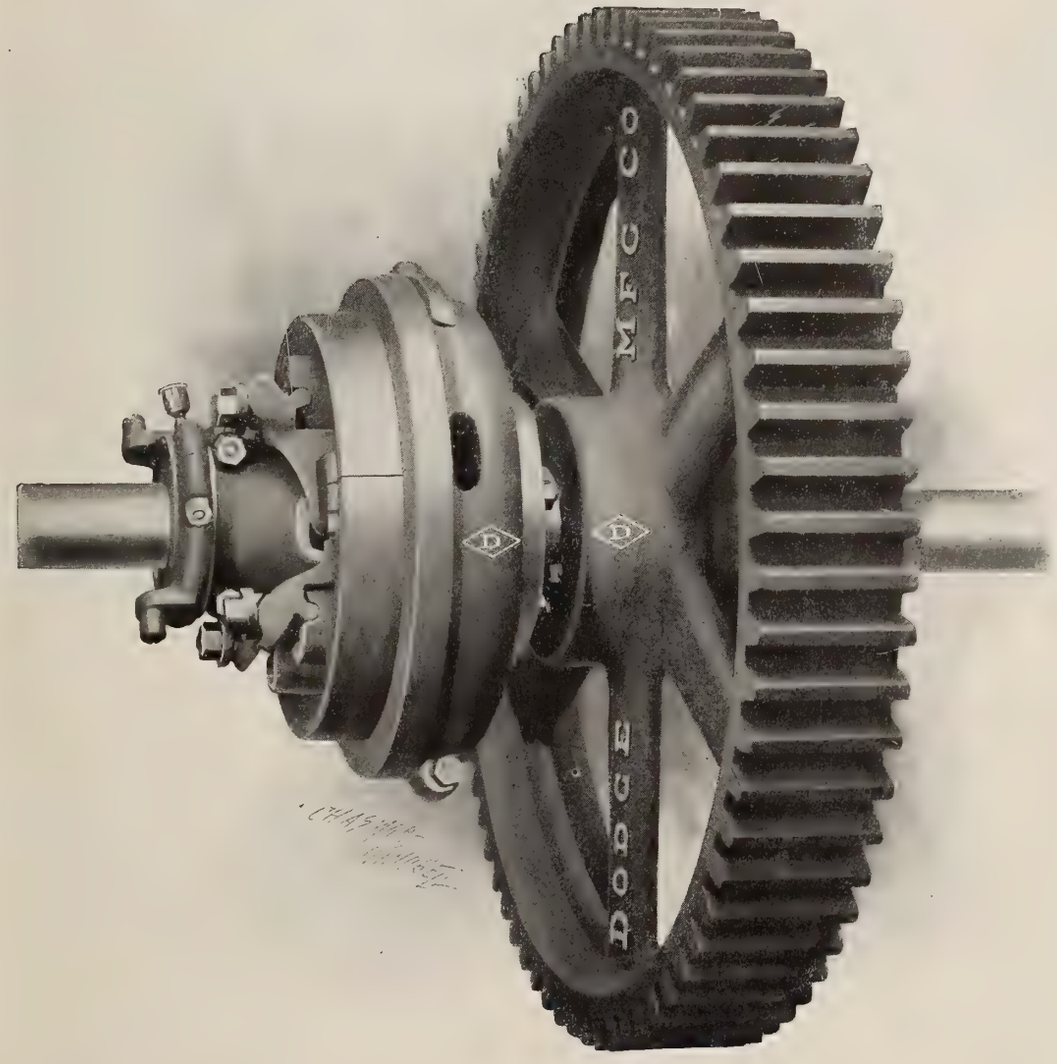
Write for Photographs and full particulars of any tools in which you are interested.

The JOHN BERTRAM & SONS CO., Limited

DUNDAS, ONTARIO, CANADA.

DODGE FRICTION CLUTCH MECHANISM

FOR ALL PURPOSES



Shafting, Gearing, Pulleys, etc.

Our Foundry and Machine Shop Facilities are unexcelled.

Quotations on Specifications mailed promptly.

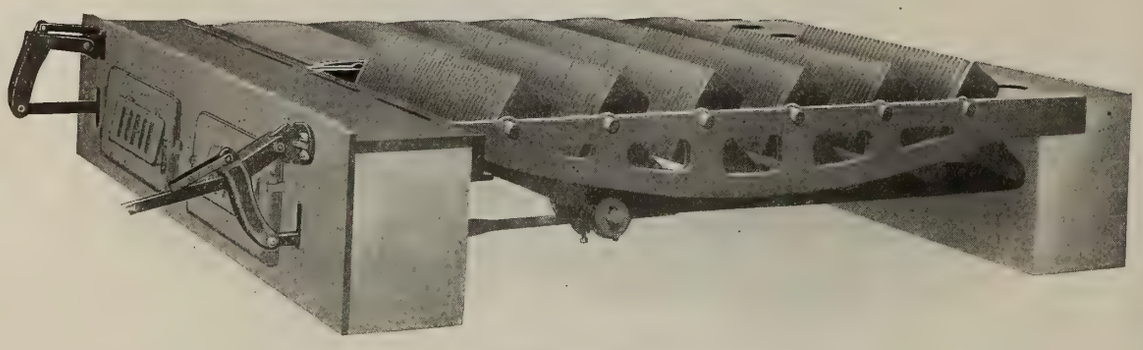
DODGE MANUFACTURING CO.

ENGINEERS FOUNDERS MACHINISTS

TORONTO - - MONTREAL

New Model Diamond Shaking and Dumping Grate Bar

A Perfect Shaking and Dumping Grate.



Built on the Most Perfect System by the Best Workmen of the Best Material.

Canadian Patent 118,778

THE DIAMOND GRATE

Has no Equal as to Simplicity and Durability

Toronto, August 5th, 1909.

Messrs. The Diamond Grate Bar Co.,
119 St. James Chambers.

The Grate Bars are all you claim for them. The two (2) sets you put in for The Toronto General Hospital are giving perfect satisfaction; they are most economical bar I have had to do with. They simply are perfect. We have no trouble in burning half and half, soft and hard coal screenings, which we could not do before we adopted the Diamond Grate Bar. I can highly recommend the Bar.

With best wishes for your success I remain yours truly,

G. E. BENNETT,
Engineer, Toronto General Hospital, Toronto.

We Make a Specially Heavy Bar for Steamboats and Malleable Annealing Ovens

BOILER SETTING A SPECIALTY

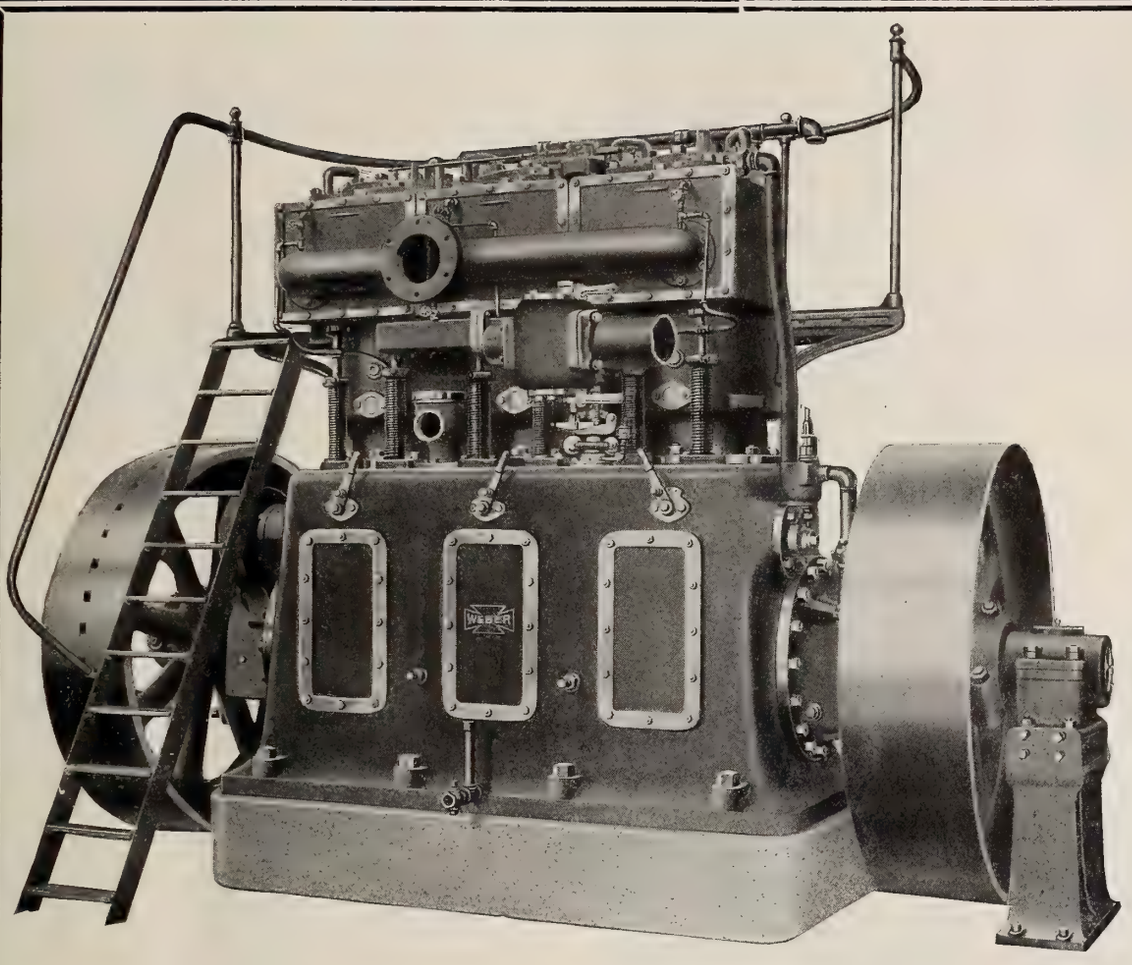
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Retubing and Patching Boilers at Lowest Rates

A Post Card or Personal Inquiry will Bring a Prompt Reply

The Diamond Grate Bar Company

Head Office and Factory, Berlin, Ontario

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ANNOUNCEMENT

WE take this opportunity of introducing ourselves to Canadian power users and manufacturers. We make at our factory in Barrie, all kinds of Gasolene, Gas and Producer Gas Engines, including pumps and hoists.

Our factory is equipped with the best and most up-to-date tools and machinery possible.

We do not experiment, but manufacture under exclusive Canadian rights, designs and patterns, the already perfected and well-known Weber Engines.

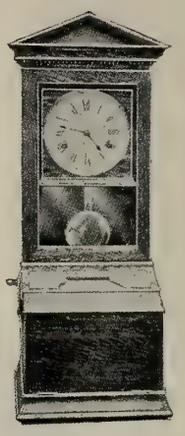
Our specialty is Producer Gas Plants, the most economical, safe and satisfactory power. Send for catalogue.

The Canada Producer & Gas Engine Co., Limited

BARRIE, ONT.

Simon Dyment, President. E. C. Hill, Managing Director.
Wm. Thompson, Works Manager and Engineer.

If you Believe that Time is Money



You ought to be using an up-to-date Time Recording System.

We are Manufacturers of the **Original Dey Machine**

The small cut on the right illustrates the New

Bundy Autographic Recorder

which is especially suited to small plants. It aids you to get the full time for which you are paying wages. With this clock each man signs his name when ringing in, with the result that one man cannot ring in for another without being immediately detected by the difference in signature.



This large cut shows the

Dey Dial Time Recorder

This machine is entirely automatic, and has proven its practical utility in many of the largest industrial plants on the American continent. When registering either "in" or "out," the employee moves the pointer around till it is opposite his number. Then he presses the pointer in the hole or slot corresponding to his number, and his exact time of arriving or leaving is accurately recorded. It cannot cheat, lie or show favor. Its evidence is indisputable. Late arrivals are shown in ink of a different color to that of the prompts. This machine saves your pay roll from being padded; enforces punctuality; expedites the compiling of wage and overtime sheets.

We can meet your requirements whether you employ ten men or a thousand, and for a moderate expenditure.

Write us to-day for Illustrated Catalogue.

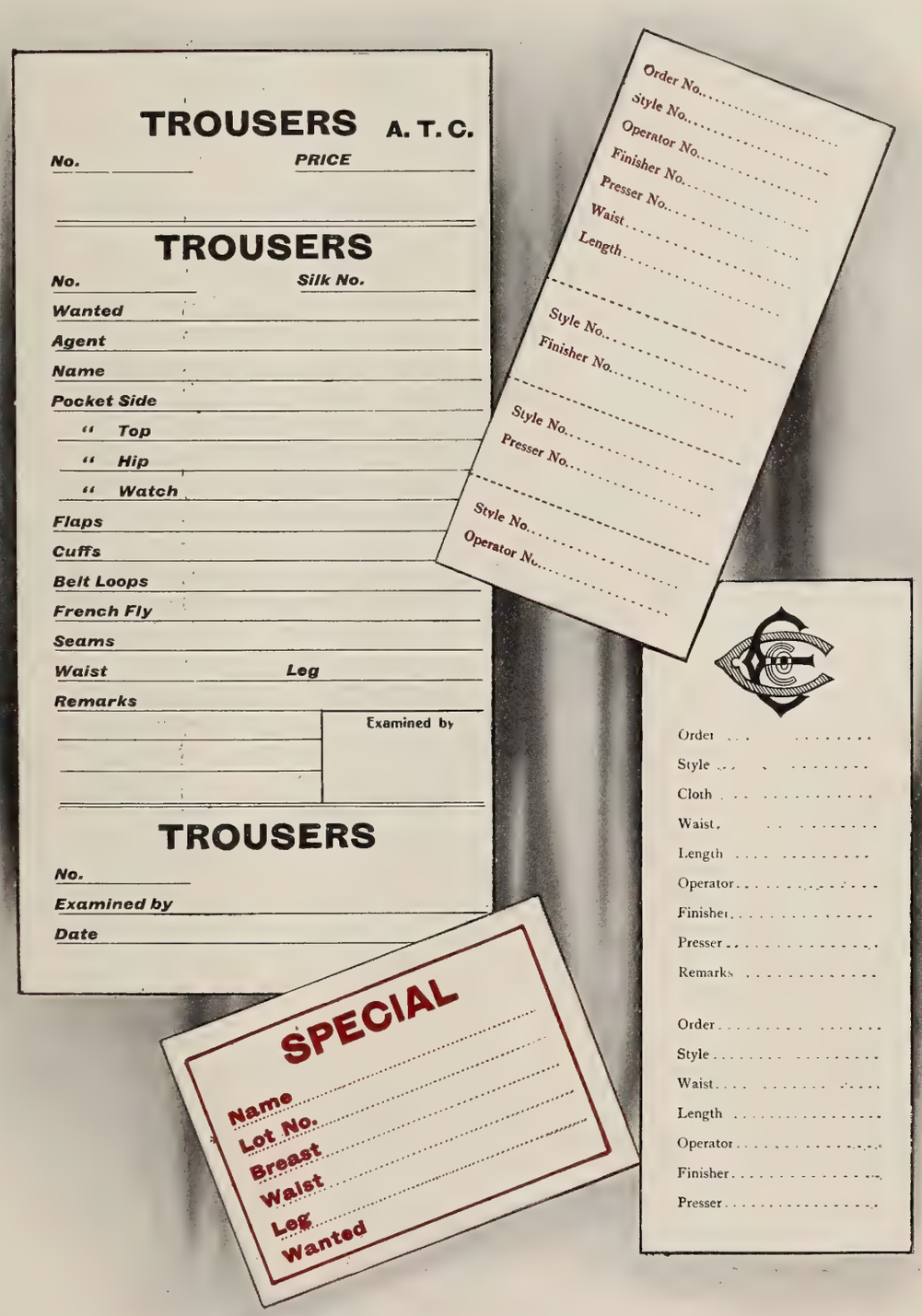
The International Time Recording Co.

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25 Alice Street, - Toronto, Canada

Linen Labels and Cloth Lined Tickets

Made in any size and with any printing required



The variety of Southam's Linens, Cloth Backed Papers and Special Thick Cloth Stocks offer that satisfactory assortment which meets all requirements.

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SOUTHAM LIMITED
MONTREAL

¶ IT'S BETTER TO BUY A TAG THAT WILL HANG ON AND BE SATISFIED, than to buy one that won't, and cuss because it won't

Heavy Merchandise Shipments require Strong Tags

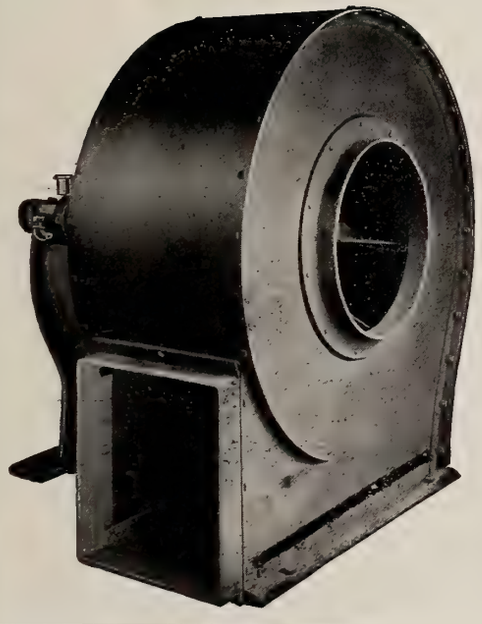


TRY SOUTHAM'S ROYAL UNTEARABLE LINEN

It will stand more rough handling than any other

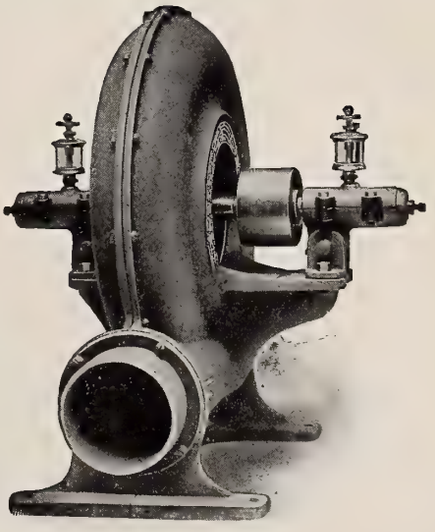
SOUTHAM LIMITED
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Certain Points of Superiority are always noticeable in our Fans.

You will find them built exceptionally strong, so that they will not break down shortly after being started.

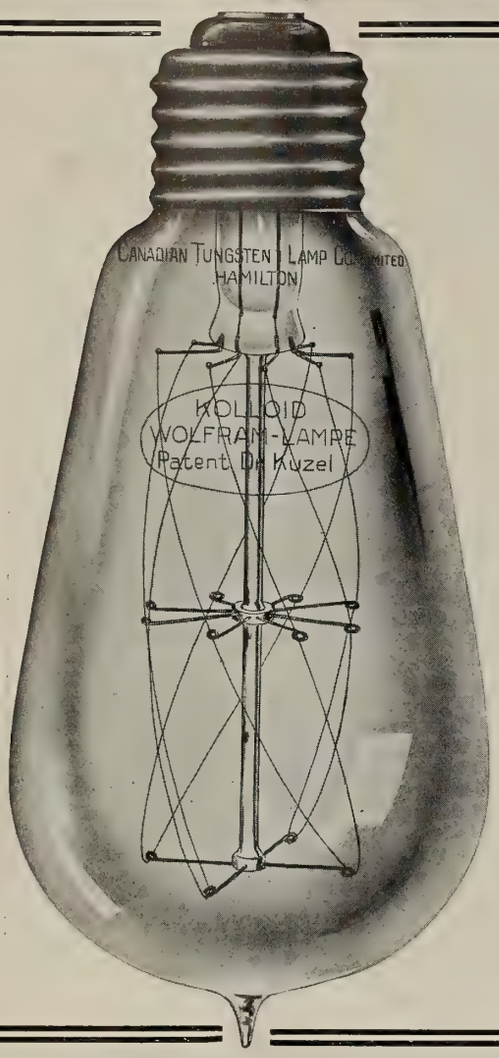


They are all equipped with our Improved Self-Aligning Bearings.

Our Fans give no Trouble.

Write for Illustrated Catalogue Describing Fans, Coils, Blowers and Exhausters, etc.

The DOMINION HEATING and VENTILATING Co. Ltd., Hespeler, Can.



"Kolloid-Wolfram"

(Registered Trade Mark)

Tungsten Lamps

They have the genuine "Tungsten" Metal spiral filament anchored in centre which permits them to burn at any angle.

Every lamp carefully tested and securely packed to avoid breakage in transit.

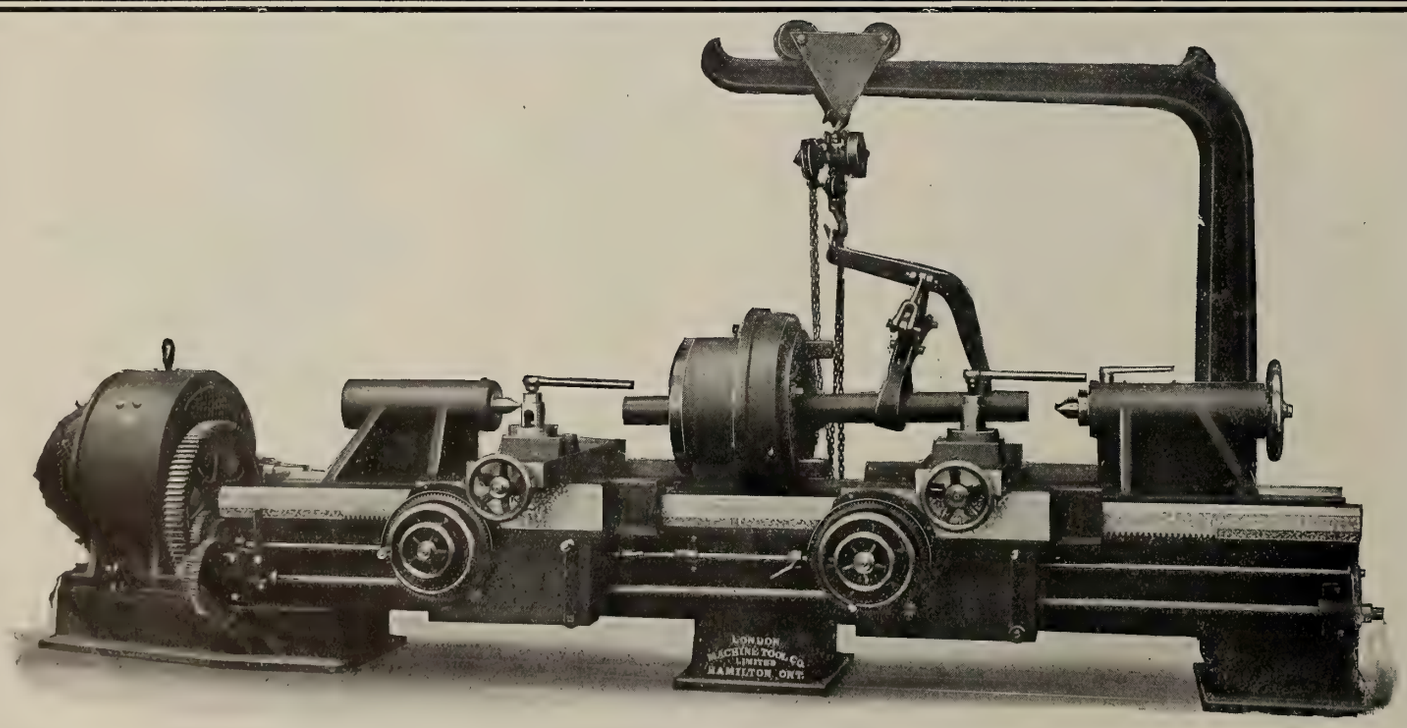
Positively the best value on the market.

We also make high-grade Carbon Lamps—"Brilliant" and "Eureka."

THE CANADIAN TUNGSTEN LAMP CO., Limited,

HAMILTON, ONTARIO.

Operating the Ontario Lantern and Lamp Co., Limited.



HEAVY DOUBLE AXLE LATHES

DESIGNED FOR TURNING CAR, COACH & LOCOMOTIVE AXLES USING HIGH SPEED STEELS TO THEIR LIMIT

WRITE US FOR FULL PARTICULARS

LONDON MACHINE TOOL CO., Limited

HAMILTON, - - CANADA

BUFFALO DOWN DRAFT FORGES

NO SMOKE - NO OVERHEAD PIPES - NO REPAIRS

TYPES FOR ALL WORK . 60 SIZES . *See New Catalogue*



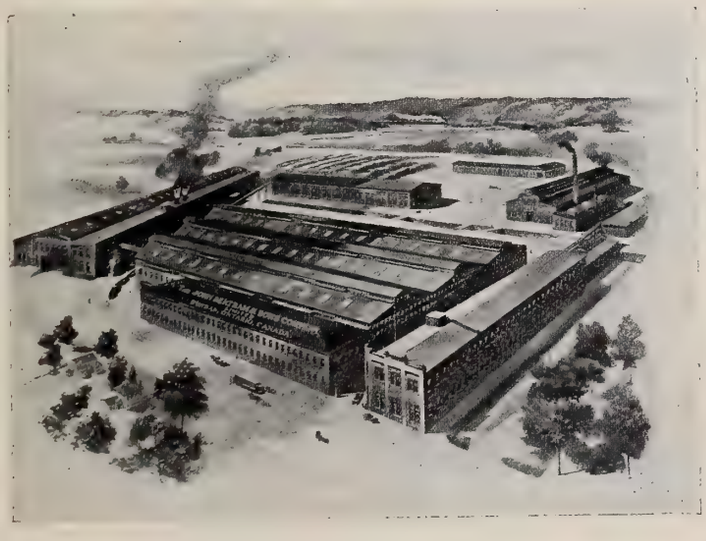
The Canadian Buffalo Forge Co., Limited

Head Office and Works, Montreal

INNER CHI.

PAROID ROOFING

MADE IN CANADA



PLANT OF THE
JOHN BERTRAM & SONS, LTD., DUNDAS, ONT.
ROOFED WITH PAROID

The Country is being deluged with untried, new and untested ready roofings.

Glittering advertisements, extravagant claims, awe inspiring guarantees, and the bait of low prices are a great temptation. Do not be deceived, hoodwinked, into buying an unknown, untried roofing.

We were the first to maintain that there is only one real test, "the wearing test of time," and we still maintain that the merits of the ready roofing cannot be determined in any other way.

PAROID is no experiment—nothing new. It needs no extravagant claims. PAROID roofs from one end of this country to the other speak for themselves PAROID has stood the test of time—that's the only test that tells. We are nearly a century old, our manufacturing experience dates back to 1817.

The real strength of a Ready Roofing depends upon the felt or fabric—the foundation—which must be made just right, with the greatest care in order to secure the results necessary to finally produce a really good roofing. We have been manufacturers of felt for a great many years and therefore we know how to make roofing from start to finish. We make PAROID complete in our own mills while most roofings are made from felt bought in the open and lowest markets.

No coating is perfect unless smooth. Veins, blisters and irregularities are all imperfections. Even if imperfections are hidden beneath some mineral coating they still exist and you are being deceived. Compare PARIOD with other ready roofings and you will not find one so smooth and perfect as PAROID.

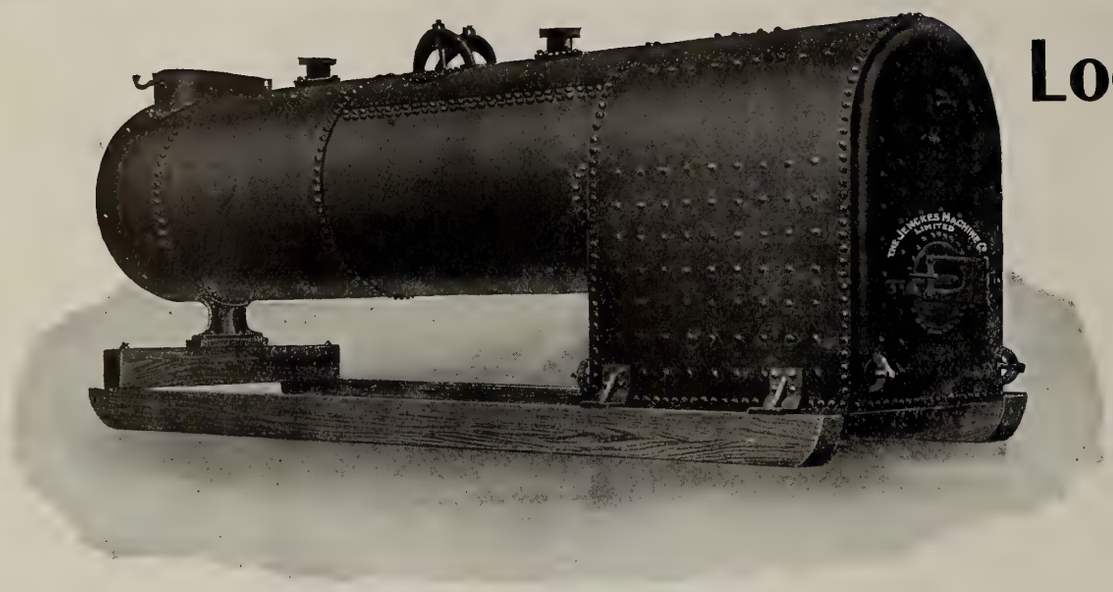
We were the originators of ready roofing—originators and patentees of the square roofing cap, which has more binding surface than the ordinary round cap. We were also the originators of the complete roofing kit—fixtures for laying inside of each roll.

Send for samples and "PAROID Proofs."

F. W. BIRD & SON, Makers,

Factories: HAMILTON, ONT. & PONT ROUGE, QUE. *Main Office: HAMILTON, ONT.*
Branches: WINNIPEG, MAN., *ST. JOHN, N.B.*

Also makers of PROSLATE ROOFING, NEPONSET RED ROPE ROOFING, NEPONSET WATERPROOF BUILDING PAPERS, NEPONSET & KO-SAT COLD STORAGE INSULATING PAPERS



Locomotive Type Boilers

Both Open Bottom and Water Bottom Patterns. All sizes. Ask for our new Catalog.

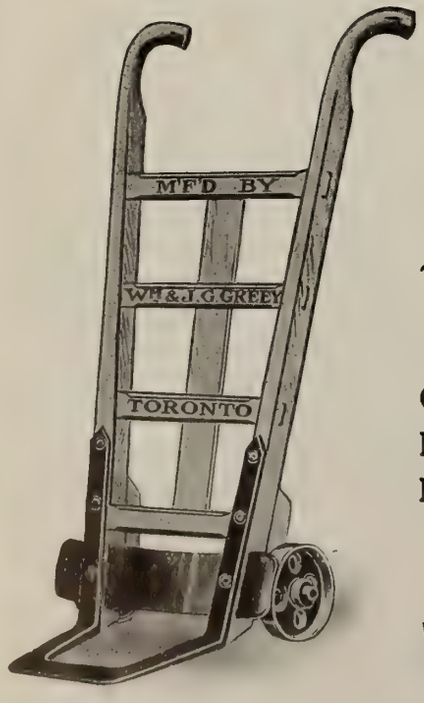
The Jenckes Machine Co., Limited

Sherbrooke Montreal St. Catharines Cobalt Vancouver

Works: Sherbrooke, Que., St. Catharines, Ont.

Kindly Address Nearest Office

TRUCKS OF ALL SORTS FOR ALL PURPOSES



Special Bag Truck. Style 59

Every User should have our New 80-page Catalogue M2, on Trucks. Write for it. It contains much valuable information, and a complete list and illustrations of all standard and many special styles.

Two and Four Wheeled

Our Improved Designs will Interest You



Grocers' and Warehouse Truck. Style 79. Extra Heavy Design

WM. & J. G. GREEY 2 CHURCH STREET TORONTO

Manufacturers of Flour, Oatmeal and Cereal Machinery, Grain Choppers, Paint and Ink Machinery Spice and Drug Machinery, Chilled Iron Rolls and Metal Rolling Mills, Trucks, Special Machinery, Power Transmission, Elevating and Conveying Apparatus, etc., etc.

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, SEPTEMBER, 1909 | No. 2

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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OFFICES—TRADERS BANK BUILDING
TORONTO

General Secretary: G. M. MURRAY.

Editor: F. P. MEGAN.

Advertising Manager: D. B. GILLIES.

COMMENT OF THE MONTH.

New Forms Must Be Used.

SPECIAL attention is called to the fact that the new bill of lading becomes operative on October 1st. After that date it is not optional with either shippers or carriers whether or not they shall use the new forms. It is distinctly stated in the Railway Commission's decision that only the forms approved and adopted may be used. "And it is further ordered that on and after the 1st day of October, 1909, the forms herein approved shall be the only bills of lading to be used by all railway companies, subject to the legislative authority of the Parliament of Canada." The question has arisen whether or not shippers who have a large supply of private forms on hand will be allowed to use them up. There is no provision whatever for this. The railways will supply new forms prior to the date specified, and shippers desiring to have their own forms printed may do so, provided only that they conform to the order regarding size and color.

A Clearing House for Grain.

A CLEARING house for grain seems to be the only solution of a problem which has grown more complicated and vexatious year by year as the flow of wheat into Port Arthur and Fort William has increased. The problem is, in brief, this: A shipper, buying his grain from different farmers at various times, finds that he has five thousand bushels of a certain grade in this elevator, ten thousand of the same grade in another, and so on for half a dozen elevators. He charters a boat to carry the whole amount down the lakes. The boat gets in line, and takes on five thousand bushels from elevator number one; she goes on to the second and takes on ten thousand bushels, and so on down the line. Now, there are two chief delays in this operation. One is in beating around from one elevator to another; the other is in the possibility, which in the rush of autumn is an urgent probability, of being hung up for half a day or a day waiting for other boats to get their cargoes. It must be remembered that the grain is graded by Government inspectors, and so the No. 1 Manitoba hard in one elevator is identical with that of the same grade in another, and commands the same price; so that the shipper who owns grain of a certain grade in six elevators would be quite satisfied to trade it for an equal quantity in some one elevator. A shipper never gets the grain he buys as a matter of fact, as all of a certain grade goes into the same bins, and when he ships he gets so many bushels from the common store.

Such is the problem. The solution proposed by the Fort William Board of Trade is that of a clearing house operated by members of the grain exchange. In the case

CONVENTION ARRANGEMENTS.

Convention headquarters in Hamilton during September 14, 15 and 16 will be at the Royal and the Waldorf hotels. Meetings will be held in the Conservatory of Music hall, where also registration of members will take place. For the convenience of Hamilton members and others who arrive early, an office will be open in the Royal hotel on the evening of September 13, from 8 till 10, when a preliminary registration will be held.

of the shipper mentioned above, who, we will say, owned fifty thousand bushels of No. 1 Manitoba hard, distributed around in six elevators, the receipts for the whole amount would be turned over to the clearing house, which would issue in return a clearing house certificate, which would be honored at any elevator. The proposition on the face of it looks quite feasible. The all-important thing is to have the grain marketed expeditiously and at the least possible cost. The present method leads to congestion and loss of time. The only real difficulty presenting itself now is that of insurance, and it is hoped that satisfactory arrangements have been made with Lloyd's so as to remove this disability. The Fort William Board of Trade, to which is due much of the credit for the present position of affairs, is hopeful that the clearing house will be in operation this fall.

The West Indian Situation.

AN imperial commission, of which Hon. Mr. Fielding and Hon. Mr. Paterson are members, has been appointed to investigate the condition of West Indian trade, and to formulate some policy whereby the prosperity of those islands may be increased. The West Indies, as British colonies, are peculiarly situated for trade purposes. They lie so close to the United States and their products find such a ready sale in the latter country that much of their commercial interests is centred there. On the other hand, the white inhabitants are for the most part descendants of Britishers, who, in alien surroundings and among a strange people, have clung with exceptional pertinacity to their national character and sentiments. They still turn to Great Britain as their ultimate hope. A proposal for closer trade relations between the islands and Canada has been under consideration for some years. This country has stood in the past and still stands ready to enter into preferential relations with the West Indies. A practical proof of this was given when Canada granted special privileges to West Indian sugar, whereby practically our entire supply of sugar now comes from those colonies. The islands, however, as a whole have been diffident about granting Canada reciprocal treatment from fear of disturbing their relations with the United States. Jamaica, which has been the chief, if not the only, procrastinator, raises as its chief product tropical fruit that finds a ready sale in the big cities of the United States. The banana has been introduced so successfully by the ubiquitous Italian that New York's appetite seems insatiable. On the other hand, this fruit has never become popular in England. Consequently Jamaica is unwilling to disturb the status quo which is so entirely satisfactory to her from a commercial standpoint. The Canadian Manufacturers Association, recognizing the desire of most of the islands to enter into a reciprocal arrangement with Canada, and the apparently unalterable opposition on the part of Jamaica to any such proposition, have urged the Canadian Government to open negotiations, if possible, with individual islands, with a view to overcoming the difficulty in that way. Canada is ready and anxious to accept imperial responsibility to the extent of giving the West Indies a preference over foreign countries in her markets. It is to be hoped that the Imperial Commission which has been appointed by the British Government will find some means of placing the West Indies on a substantial industrial basis. The islands have suffered many vicissitudes in the past from causes over which they have had no control. An adverse tariff has more than once compelled a complete change of their industrial life. A policy is wanted in the Empire which will allow of a consistent development of the various members.

Canadian Quality.

IN the last two issues of INDUSTRIAL CANADA prominence has been given to advertisements of Canadian manufacturers who have proclaimed the made-in-Canada idea boldly and proudly. No consideration should be given to a claim for favor on the ground that goods are made in Canada if they are not of good workmanship—if, in a word, the made-in-Canada badge is not synonymous with quality. Made-in-Canada goods should be sold not so much because they are made in Canada as because they are for that reason superior in quality and workmanship. One manufacturer advertises his goods as of the "better make" Canadian quality. We presume the meaning of the phrase is that, being of Canadian quality, they are of a "better make" than if they came from elsewhere. That is a first-class assumption to make, and it would be well for all manufacturers to aim at that goal—the production of something in Canada which is better than that produced elsewhere. What conception have the public of goods made in Canada? We know what they think about sterling silver, about Scotch tweeds, about French lace. Does any of that confidence and assurance of quality enter into their minds when they hear of Canadian goods? Some manufacturers have confidence enough in their own wares and those of their fellow-manufacturers to tell the public that the phrase "made-in-Canada" does actually signify quality. So we find such firms as Brandram-Henderson, the Gillette Safety Razor Company, Gendron Manufacturing Company, the Ross Rifle Company, E. W. Gillett Company, Ruberoid Roofing, Hartt Shoe Company, Cocoa-Cola Company, Hewson Woollen Mills, and others telling all comers that what they make is of a superior quality because it is made out of Canadian materials, by Canadian artizans, in Canadian factories. The made-in-Canada idea is an inspiring thought. It remains for individual manufacturers to make it something more than a sentimental appeal. It should be a national boast.

Opening of Technical School.

THE preliminary announcement of the Hamilton Technical School has come to hand. The opening of this school marks a distinct advance in technical education in the Province of Ontario. Its equipment is of the

best, its teaching staff is well selected, and it is situated in an industrial city. The school is a part of the general educational system of Hamilton, and is directly under the control of the Board of Education. In this way it is most likely to be integrated into the system and to influence the life of the maximum of students. Only 5 per cent., it is reckoned, of boys who go through our public schools continue their studies in our high schools. This, as is pointed out in the announcement before us, is because of three reasons—poverty of the parents, which makes it necessary for the pupil to go to work as soon as he is fourteen years of age; a lack of interest in the usual courses of study, due to disinclination towards intellectual and preference for physical activity; and a failure to see that the subjects taught have a bearing on the vocation the pupil intends to follow and prepare him to earn higher wages. The first difficulty is overcome by the provision of night classes; the second and third, by making advanced studies have a more direct bearing on the work which the pupil will be compelled to do in after life. If 95 per cent. of public school pupils go into industrial work, the system which does not give them some training for that life of industry is sadly deficient. In Hamilton it is to be expected that machine shops, electrical works, steel plants, and so forth, will draw largely from the schools to recruit their forces. The technical school will not make skilled workmen, but it will supply boys who are familiar with tools, who have some manual facility, and who have learned the necessity of observation and accuracy. The course as announced will include classes in English, arithmetic, algebra, physics, drawing, woodworking, electricity, forging, and machine shop practice. General interest will be taken in the progress of this school.

German Approaches.

GERMAN merchants continue to cast longing eyes on the Canadian market. The German Commercial Treaties Association has memorialized the Imperial Chancellor for the appointment of a trade expert in Canada. The request, according to the Berlin correspondent of the Times, is based upon the replies received to a circular addressed by the Association to a large number of firms trading with Canada by whom such an appointment is considered highly desirable. No doubt an easy entry into a market of seven millions of prosperous people is highly desirable. Canada's annual purchases at home and abroad run up to a figure which is likely to arouse the cupidity of any commercial people. But the very eagerness of German producers to get a share of our purchases should make us the more critical in examining the conditions on which such access shall be given. We hold that it is just as profitable for Canadians to manufacture for the Canadian market as it is for Germans or others. Why, then, should we not have the benefit of this industry? Trade and tariffs should be reciprocal. Germany successfully bars us out of her markets by a tariff which is scientifically arranged for her own benefit, to cause the manufacture in Germany of the things which are consumed in Germany. If the German tariff is reduced sufficiently to make it possible for Canadians to sell their goods in that country, Canada will be prepared to consider the removal of the surtax. But until Germany shows a willingness to buy from us, there seems small reason for us changing the status quo. With total imports running over three hundred and fifty million dollars a year, Canada cannot be said to be unduly exclusive. Any policy which would tend to increase this volume should be looked on with suspicion.

The New York State Barge Canal.

A CONSIDERATION of the traffic routes of this continent would be altogether inadequate which failed to give prominence to the enlargement of the old Erie Canal, which is now making considerable progress as the New York State Barge Canal. This Canal, when completed, will run from Buffalo to Albany, a distance of four hundred miles, and will have a uniform depth of twelve feet. It is distinctly what its name suggests—a waterway for grain-carrying barges, providing a short route from the Western wheat fields to salt water. Although little public attention is being paid to the scheme, up to the beginning of the present year there was a greater amount of excavation done than on the Panama Canal. An extensive system of cement walls and locks is being constructed, the whole work calling for thirty-four dams, fifty-three locks, and seven guard locks. In discussing the canal, the Scientific American says: "It is greatly to be regretted that the canal enlargement was

A TIMELY WARNING.



Taft—"Why shouldn't I, Fritz? You used a similar club on him, did you not?"

Fritz—"Ach so! But ven I use, it com back undt hit me on ze eye!"

(A German delegate is on his way to Canada to try and arrange for better trade terms for the Fatherland.—News item from *The Victoria Times*.)

not planned on a more generous scale. When the canal is opened, the depth of twelve feet will appear to be pitifully insufficient, in view of the fact that by that time the construction of the new Georgian Bay Canal, which will provide a depth of twenty-one feet from the lakes to deep water on the St. Lawrence, will in all probability be well under way." It will be interesting to watch how this prophecy works out. Certainly the improved waterway from Buffalo, even with only a depth of twelve feet, will make further improvements to the Canadian canal system necessary if this country is to hold its superiority in the grain-carrying trade. Canada cannot afford to turn back. Our whole investment in the Montreal harbor and the St. Lawrence River is at stake. To hold enough trade to justify past expenditures, further capital expenditures become necessary in the way of deeper channels and shorter routes. The new barge canal has a real interest for Canadians.

The Men Who Did the Work.

WE publish elsewhere in this issue a circular sent by the Canadian Freight Association to the shippers of Canada, calling their attention to the fact that on and after October 1st all shipments must be made by means of the new bills of lading. Thus is enacted the last scene in the agitation for a new form which has been carried on with fine skill and persistency by the committee of shippers who have had the matter in charge for the past two years. For the many improvements which have been made in the conditions of carriage, the thanks of the whole shipping community are due to the body of business men whose work has been crowned with such notable success. They have travelled long distances and have devoted much time during the course of the negotiations with the railways, for which they have received no recompense apart from the satisfaction derived from the excellence of the work in which they were engaged. The members of the committee were: W. H. Rowley, the E. B. Eddy Company and Ottawa Board of Trade, Hull, chairman shippers' meeting; J. F. Ellis, the Barber & Ellis Company, Limited, Toronto, chairman General Committee; W. R. Dunn, Canadian Manufacturers' Association, Hamilton, chairman Finance Committee; J. W. Hobbs, Canadian Plate Glass Association, Toronto, honorary treasurer; R. M. Ballantyne, Montreal Produce Association, Montreal; H. C. Beckett, Dominion Wholesale Grocers' Guild, Hamilton; J. S. N. Dougall, Montreal Board of Trade, Montreal; George Goldie, Dominion Millers' Association, Ayr; Frank Hawkins, secretary Canadian Lumbermen's Association, Ottawa; John Knight, secretary Canadian Bankers' Association, Montreal; J. R. Marlow, Canadian Manufacturers Association, West Toronto; T. Y. O'Neill, the E. B. Eddy Company, Hull; Hon. J. D. Rolland, the Chamber of Commerce, Montreal; W. S. Tilston, manager Montreal Board of Trade Transportation Bureau, Montreal; C. B. Watts, vice-chairman Transportation Committee, Toronto Board of Trade, Toronto; J. E. Walsh, manager Transportation Department, Canadian Manufacturers Association, Toronto, general secretary.

The Canadian Forestry Association.

A USEFUL and practical organization is the Canadian Forestry Association, a special meeting of which is being held at the present time in Edmonton. Preservation of natural resources has become the theme of speeches and writings from one end of this continent to the other, and a glance at some of the results of a failure in the past to appreciate the necessity of such a policy will readily reveal the importance of the present agitation in that direction. In the Western States the average yield of wheat per acre has been reduced from twenty bushels to ten. That is because the soil has not been conserved. The loss in productivity amounts to many millions of dollars annually. So our fisheries in many waters have been depleted through the reckless methods pursued in the past. But nowhere has the loss, present and future, been so great as in the forests, for the destruction of a forest without adequate replanting carries with it an effect extending far beyond the mere barrenness of the land on which the timber stood, great as that loss may be. Throughout the more thickly settled agricultural districts of Ontario can be seen stream after stream which was formerly a full flowing river, irrigating the land through which it flowed, and preserving a consistent moisture to the great benefit of farm lands, but which is now, for a few weeks in the spring, a racing torrent, only to disappear entirely as the summer advances. Everyone can recall instances of this. The reason is that the trees at the source of the stream have been cut, and the snow disappears with a rush, under the influence of the summer sun. Agricultural lands have suffered in consequence. From the counties of Durham and Northumberland comes the statement of lands swept by sand and ruined for farm purposes as a result of the destruction of protecting trees. The reforesting of lands cut over once and not suitable for agriculture is of pressing urgency, in view of the collossal annual consumption of timber and the decreasing supplies. On these questions the Canadian Forestry Association have undertaken to inform and stimulate public opinion. Their work is worthy of every encouragement.

Business Getting Better.

BUSINESS is improving week by week and month by month. That is the most hopeful thing about it. It is now quite clear that the orders which have been coming in have not been just accidental flashes in the pan. They have represented a real genuine resumption of activity. Consumption has been re-established on its old basis. Building operations continue active, and architects have a large amount of work going through which

will be begun this year. During July permits in Montreal aggregated $712,126, and in Toronto $1,754,105. There seems to be no serious disturbance in the industrial field, except in Nova Scotia, and, by utilizing the banks, coal production is well up to requirements. The worst danger is now over for the Western crop, and a big crop of a high grade is assured. The Golden West will absorb great quantities of goods during the coming year. The total trade of the Dominion during the first four months of the present fiscal year, which is to the end of July, approached the two hundred million mark, totalling $191,919,304. Of this $111,791,842 was merchandise entered for consumption, a gain of $22,377,301. Dutiable goods were entered to the amount of $66,028,887, a gain of $13,810,834; and free goods entered were valued at $45,762,945, a gain of $8,566,467. Duty was collected to the amount of $17,855,948 an increase of $3,633,440. Exports of domestic produce totally $73,398,595, a gain of $6,193,585. There was a falling off in the four months of mineral exports of two hundred thousand dollars' worth. Before July there had been a gain in this item, but, owing probably to the Sydney strike, the month of July witnessed a falling off in mineral exports of a million and a quarter dollars. During the four months there was a decrease in fishery exports of almost three quarters of a million, a gain of a million and a half in lumber, an increase of a million and a half in animals and their produce, a gain of over three millions in agricultural exports, and a gain of a million in exports of products of Canadian factories. For the month of July alone the trade of Canada totalled fifty-six and a quarter millions, a betterment of seven and a half millions. In this month there was a gain of nine and a half millions in Canadian exports, and an increase of seven and a half millions in articles entered for domestic consumption.

Direct Parcels Post Service.

INSTRUCTIONS will shortly be issued by the Post-office Department, Ottawa, making effective an arrangement which has just been completed providing for a direct parcels post service between Canada and Mexico. Hitherto such parcels have been sent to England and thence to Mexico, entailing a delay of between two and four months. Commencing October 1st parcels mailed in Canada or Mexico will be carried direct by the steamship companies operating on the Atlantic and Pacific, the maximum time taken in either case being thirty days. From Canada the weight limit will be 11 pounds and the rate 12 cents per pound, while from Mexico the weight limit will be 5 kilograms and the rate 30 cents, Mexican, per 500 grams.

A Retaliatory Tax.

RULINGS have been made by the Treasury Department of the United States by which the retaliatory provisions of the Payne tariff are put into effect against Ontario and Quebec. One of the provisions prescribes that if any province forbids the exportation of pulpwood for use in the manufacture of wood pulp and print paper, an additional duty of one-tenth of one cent a pound shall be levied on print paper valued at three cents per pound or less which comes from that province, and that a duty of one-twelfth of a cent per pound should be assessed on mechanically ground wood pulp coming from such a province, and which would otherwise be admitted free of duty under the general provisions of the law. As the Province of Ontario prohibits the exportation of pulpwood cut on Crown lands, the higher rates will apply upon all print paper valued at three cents or less, and all mechanically ground wood pulp cut from Crown lands in that province. The additional duty of one-tenth of a cent a pound, together with a countervailing duty amounting to about 35 cents a ton, equivalent to the export duty of 25 cents imposed by the Province of Quebec upon pulpwood, shall be added to the regular duty on print paper which is manufactured from pulpwood cut from the Crown lands in that province. The letter of instruction to collectors of customs issued by Acting Secretary Reynolds states that the countervailing duty will equal 35 cents a ton on the print paper, as it takes approximately 1 4-10 cords of pulpwood to produce a ton of paper.

The Case of Belting.

A CORRESPONDENT in *Commercial Intelligence*, of London, England, states that large quantities of foreign belting are being imported into England, and the suggestion is made that this in some cases is re-exported to the Colonies and thus gets the benefit of preferential

THE RETURN OF PROSPERITY.



Welcome to our city.

(From *The New York American.*)

rates. Investigation shows that in this particular case the Canadian Customs are not being seriously affected. Canada buys only about $40,000 worth of belting annually from Great Britain, hence it can scarcely be said that the foreigner is using Great Britain for his own insidious designs in entering this market. The ease with which belting, however, is imported into Great Britain and sold there as of native manufacture, illustrates how easy it would be for dishonest dealers to use the British Preference for their own ends. When foreign goods are sold in Britain as British-made, there is small chance of detecting the fraud when it is transferred to Colonial Customs houses.

Canadian Trades Unionism.

THE Canadian Federation of Labor, which will hold its convention in Ottawa during September, affirms its position in the following extract from its convention announcement:

"At this particular juncture it is of the utmost importance that the Federation show a united front and a continued determination to assert our right to assume control of the trades union movement in Canada. The desperate policy being followed by our aggressors on behalf of American trades unionism, as instanced by the outrage being perpetrated in the Nova Scotia mines, should awaken such a spirit of resistance on the part of all workingmen who call themselves Canadians that would bring American domination and interference to a halt in Canada.

"The convention will be asked to consider the advisability of requesting the Dominion Parliament to enquire into the status of foreign labor organizations doing business in Canada and to establish the liability of such organizations to Canadian members."

This has the true national ring of self-confidence which has been too often lacking in Canadian trades unionists. Canada is healthy and strong, and its workmen are fully as capable of directing their own affairs as are the men who have been controlling their destinies from the United States. It is more self-respecting to cut loose from foreign affiliations and trust to their own intelligence and honesty of purpose.

Not Exempted from School Taxes.

AN interesting judgment was given by Mr. Justice MacMahon recently in the case of "Pringle v. City of Stratford." In 1899 and 1900 two manufacturing companies established factories in Stratford. In consideration of certain work to be done by them, the corporation guaranteed their bonds to the extent of $30,000 in each case, repayable in 20 years, and also agreed to give the companies exemption from taxation for 20 years. The companies have fulfilled their obligations in every way. The question raised was whether or not the Acts of the Legislature confirming the agreements, exempted the companies from the payment of school taxes. The City Council thought they did, and the assessors have not assessed the plants during the intervening years. The action was for a mandamus compelling the city to collect school taxes. The judge held that the city must assess and levy school rates on the companies for the future, as the general terms of exemption did not alter the provisions of the Public School Act.

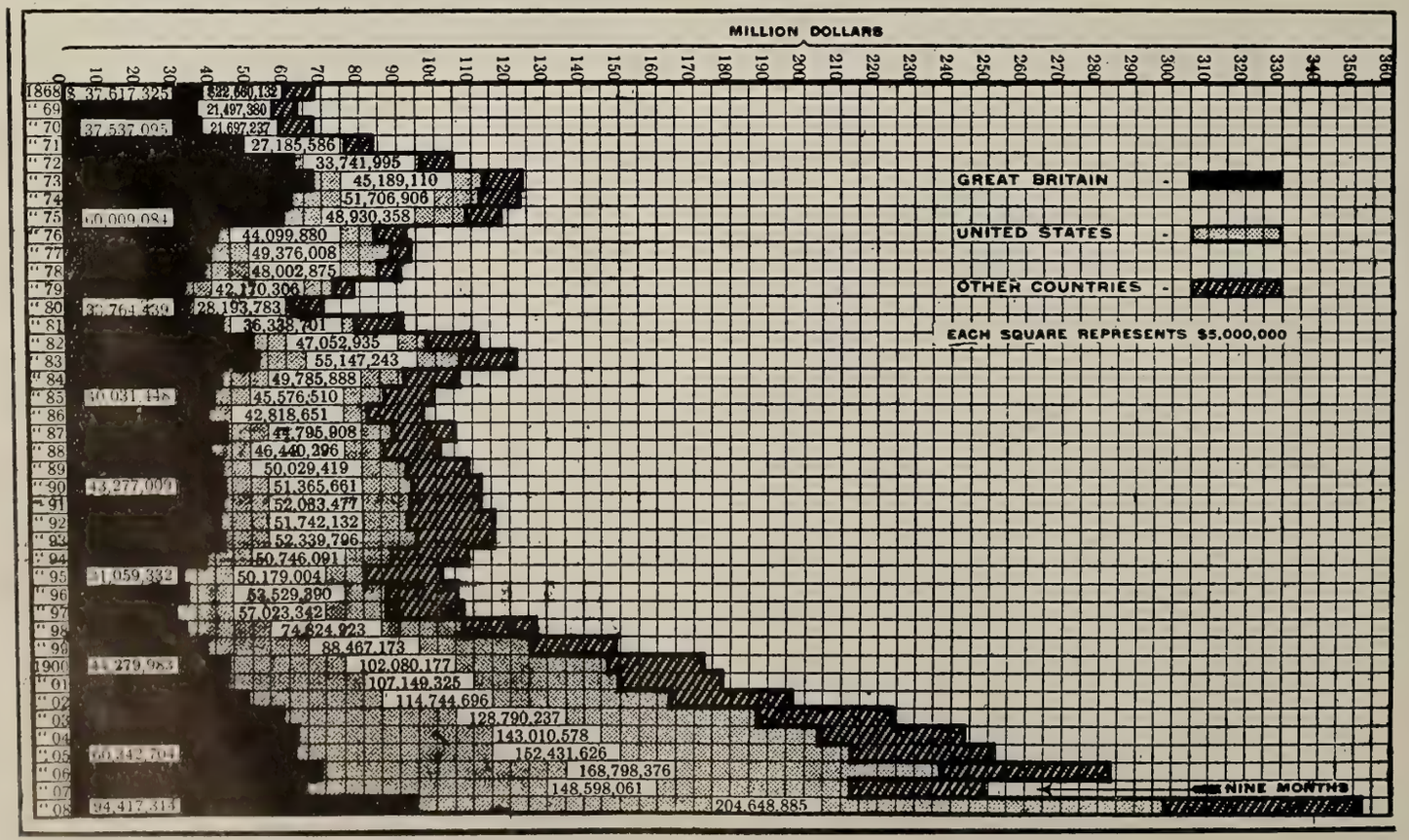


Diagram showing the growth of Canada's imports from Great Britain, the United States, and other Countries during the years 1868 to 1908.—*From Commercial Intelligence.*

STEAMSHIP SAILINGS

Montreal to Liverpool—
Allan Liner, Sept. 3., and weekly thereafter.
C.P.R. Liner, Sept. 4, and alternate Saturdays and Fridays thereafter.
White Star-Dominion Liner, Sept. 4, and weekly thereafter.
Montreal to Bristol—
Dominion Liner, Sept. 4, and weekly thereafter.
C.P.R., Sept. 11 and fortnightly thereafter.
Montreal to London—
Thomson Liner, Sept. 4, and weekly thereafter.
C.P.R., Sept. 5, and weekly thereafter.
Allan Liner, Sept. 4, and fortnightly thereafter.
Montreal to Antwerp—
C.P.R., Sept. 5 and weekly thereafter.
Montreal to Glasgow—
Allan Liner, Sept. 4, and weekly thereafter.
Donaldson Liner, Sept. 9, and weekly thereafter.
Montreal to Havre—
Allan Liner, Sept. 11, and fortnightly thereafter.
Montreal to Manchester—
Manchester Liners, Sept. 4, and weekly thereafter.
Montreal to Belfast—
Head Liner, Sept. 8 and Sept. 28.
Montreal to South Africa (Cape Town, Port Elizabeth, East London, Durban, and Delagoa Bay)—
Elder-Dempster, Sept. 25.
Montreal to Nassau, Havana, Tampico, Vera Cruz, and Progresso—
Elder-Dempster & Co., about Sept. 10.
Montreal to Victoria and Vancouver, via Tehuantepec Isthmus—
Elder-Dempster & Co., September 10, to connect with the Canada-Mexico Steamship Line.
Vancouver and Victoria, B.C., to the Orient—
C.P.R. Liner, September 15.
Vancouver and Victoria to Australasia—
September 10, October 8.
St. John and Halifax to West Indies—
Sept. 11, Sept. 23, Oct. 5, Oct. 17 (Halifax one day later).
Halifax to Jamaica—
Sept. 9, Sept. 23.

INTERNATIONAL EXHIBITIONS

Winnipeg, Canada.—It is announced that Lord Strathcona will be invited to accept the Honorary Presidency of the Selkirk Centennial Exhibition, which it is proposed to hold in 1912.

London, England.—A proposal has been submitted for the holding of an Exhibition at Earl's Court, London, of the cotton industry of the British Empire. It is proposed to demonstrate how the cultivation of cotton is carried on in India, Egypt, Africa, etc., and also to show how the cotton is ginned and baled for shipment. The various processes in the manufacture of cloth will be shown, and it is anticipated that the Exhibition will attract a good deal of attention, and lead to increased interest being taken in the cultivation of cotton in the British Empire. The British Cotton Growing Association have decided to give their patronage to the Exhibition.

Lahore, India.—An Industrial and Agricultural Exhibition will be held at Lahore, India, beginning November 15th. The Director-General of Commercial Intelligence at Calcutta is in charge.

South Africa.—The Cape Government has informed the South African National Union that it is prepared to subscribe £5,000 towards the expenses of the proposed Exhibition, upon the condition that £10,000 is also contributed by the Transvaal, Orange River Colony, and Natal.

Nanking, China.—An Exhibition will be held in this city some time at a date not yet definitely set. It will be specially devoted to the encouragement of Chinese manufactures, but foreign exhibits will also be accepted. Mr. H. Goffe, British Consul at Nanking, will give advice as to the class of goods which should be exhibited.

Rostoff-on-Don, Russia.—The Imperial Don-Kuban-Terek Agricultural Society has circularized some fifty United States agricultural machinery firms, stating that they have decided to organize at Rostoff-on-Don an experimental farm for testing farm machinery and implements by scientifically arranged experiments. For this purpose the Nahitchevan Town Council had given the society 50 dessiatines (135 acres) of land, on which the society intends to erect the necessary buildings and appliances. Subscriptions are required from foreign manufacturers on the ground of the benefit which they are likely to derive from the society's public demonstrations. An answer from a United States manufacturer, which Mr. Consul-General Smith, of Odessa, has seen, speaks with approval of the scheme, and offers presents of the different kinds of machines manufactured by them to the value of 100 dollars.

London, Eng.— It is proposed to hold, in 1910, a Japan-British Exhibition at Shepherd's Bush, London, Eng., similar to the Franco-British Exhibition of last year. Further particulars may be had at this office.

Buenos Aires, Argentina.— A programme for the International Exhibition of Railways and Land Transport, including bicycles and automobiles, has been received at this office and is now on file. Canadian manufacturers intending to take advantage of this exhibition to introduce their products into Argentina can get detailed information by applying here. The exhibition will run from May to November, 1910.

NEW PATENTS ISSUED

The following is a list of Patents taken out in Canada by Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Ont. Russel S. Smart, Resident.

119847 R. W. Scott, Hamilton, Ont. Pole erectors and setters, R. W. Scott, W. J. Boland.

119849 J. Bianchi, Toronto, Ont. Life Motion Picture apparatus, J. Bianchi, American Graphophone Co.

119451 J. P. Cook, London, Ont. Reversible bands for caps, Greene, Swift & Co.

119855 A. O. Tate, Toronto, Ont. Bifunctional Storage Battery Plates.

119865 M. C. Lisle, Toronto, Ont. Firearms, M. C. Lisle, V. Robinson.

119878 H. S. Pell, Toronto, Ont. Ticket or Card Purses.

119886 N. & A. Siller, Harrowby, Man. Gang Plows.

119887 J. E. Hart, A. R. Robinson, R. & A. Snowdy, Moose Jaw, Sask. Abdominal Braces.

119911 W. G. Graham, Winnipeg, Man. Single Tree Safety Sockets.

119767 S. S. Bain, Montreal, Que. Railway Switches and Signals.

119773 A. O. Modigh, Winnipeg, Man. Water Pipe Connections.
119777 O Savigny, Plessisville, Que. Rotary Ash Sifters.
119785 C. E. Weller, Montreal, Que. Apparatus for Cutting Butter and the like.
119803 S. & F. L. Foster, Hamilton, Ont. Automatic Power Machines, for Making Flower Pots.
119818 H. C. McMartin, Winnipeg, Man. Grain Tanks.
119834 E. Roy, Montreal, Que. Furnaces.

LICENSE FEES IN MANITOBA

Under an Order-in-Council dated July 28th, 1909, the following fees will be charged for the issue of licenses in Manitoba under "The Foreign Corporations Act" and "An Act Respecting the Licensing of Extra-provincial Companies."

When the capital stock does not exceed		$5,000.....	$ 15
Over $	5,000 and not exceeding $	20,000.....	40
Over	20,000 and not exceeding	40,000.....	60
Over	40,000 and not exceeding	60,000.....	75
Over	60,000 and not exceeding	80,000.....	90
Over	80,000 and not exceeding	100,000.....	100
Over	100,000 and not exceeding	125,000.....	110
Over	125,000 and not exceeding	150,000.....	120
Over	150,000 and not exceeding	175,000.....	130
Over	175,000 and not exceeding	200,000.....	140
Over	200,000 and not exceeding	300,000.....	150
Over	300,000 and not exceeding	400,000.....	160
Over	400,000 and not exceeding	500,000.....	170
Over	500,000 and not exceeding	1,000,000.....	200

Over 1,000,000, $20 for each additional $100,000 or fraction thereof.

The attention of the members is particularly directed to Section 21 of the Act, second and third provisions, which are as follows:

"Provided that, with respect to a company carrying on business in Manitoba, when this Act is passed, and carrying on also an established business outside of Manitoba, the Lieutenant-Governor-in-Council may reduce the fee payable for its license to such sum as he may think just, having regard to the nature and importance of its business in Manitoba and the amount of capital used therein; Provided also that, with respect to a company not carrying on business in Manitoba when this Act is passed, but carrying on outside of Manitoba an established business, when applying for a license under this Act, the Lieutenant-Governor-in-Council may reduce the fee payable for such license to such sum as he may think just, having regard to the nature and importance of the business proposed to be carried on in Manitoba and the amount of capital proposed to be used therein. A company seeking a reduction under this section shall give to the Provincial Secretary such statements and information respecting its business and financial position as he may call for, and shall verify the same in such manner as he may require."

NEW RULES IN BILLS OF LADING

THE following notice in reference to the new bills of lading which will go into effect on October 1st, 1909, has been issued by Mr. T. Marshall, Secretary of the Canadian Freight Association, for the information of shippers:

The new Bills of Lading approved by the Board of Railway Commissioners for Canada become effective on the 1st October, 1909, on and after which date they shall be the only forms to be used by all railway companies subject to the legislative authority of the Parliament of Canada.

With these new Bills of Lading are combined a Shipping Order and Memorandum Acknowledgment, which may be briefly described as follows:

1st. One form for use in connection with what are termed "Straight" consignments, consisting of the Bill of Lading, Shipping Order and Memorandum Acknowledgment (all to be printed on *white* paper). 2nd. One form for "Order" shipments, consisting of the "order" Bill of Lading (to be printed only on *yellow* paper), and the Shipping Order and Memorandum Acknowledgment (to be printed on *blue* paper). This form shall be used only for "order" consignments; it will not be permissible to accept "order-notify" shipments on "straight" Bills of Lading.

A supply of blank forms of Bills of Lading will be furnished shippers by the railways upon request. Shippers who, for their own convenience, desire to print their own Bills of Lading, can obtain sample copies from the Secretary of the Association.

Forms of Bills of Lading printed by shippers for their own use on and after 1st October, 1909, must contain the precise language of the new contract and conditions, and must conform to the requirements in respect to color distinction for "order" shipments and "straight" consignments, and to the prescribed size, viz.: eight and a half (8½) inches wide by eleven (11) inches in length. If shippers' Bills of Lading do not conform to all requirements, they cannot be accepted by the carriers.

The division into two forms, one of which is white and the other in colors, yellow and blue, was adopted to meet the unanimous belief that the "order" Bill of Lading should be of a distinctive character to prevent, so far as possible, fraudulent changes being made after the Bill of Lading is issued, and it was urged by both the shipping public and the bankers as a necessary safeguard to their commercial transactions, it being recognized that a "straight" Bill of Lading without any distinctive features could be fraudulently manipulated.

In order to protect shippers in the use of the new "order" Bill of Lading, numerals alone must not be used in giving the Lading, numerals alone must not be used in giving the number of packages or articles, but the number of packages or articles must be written out: for example, One hundred and twenty-five (125) barrels of flour, etc.

It is believed that these Bills of Lading, the result of negotiation between the shipping interests and the carriers, and subsequently approved by the Board of Railway Commissioners for Canada, will commend themselves to every shipper.

Western Sittings of Railway Commission

The Secretary of the Board of Railway Commissioners announces the following as the approximate dates for the Board's sittings during its Western Circuit this Fall. If any material change is made, due notice will be given:

Winnipeg, Man., 11th and 12th October.
Brandon, Man., 13th October.
Regina, Sask., 14th October.
Saskatoon, Sask., 15th October.
Prince Albert, Sask., 18th October.
Edmonton, Alta., 20th October.
Calgary, Alta., 22nd October.
Vancouver, B.C., 27th October.
Victoria, B.C., 29th October.
Nelson date to be fixed later on.



View of Hamilton from the Mountain.

SOMETHING ABOUT THE CONVENTION

Association Meeting at Hamilton September 14, 15, 16.

A CONVENTION may be judged by the men who attend it: and by the same token an organization may be judged by its conventions. The Hamilton convention of the Canadian Manufacturers' Association will present an assembly of business men such as it would be difficult to duplicate anywhere. From the far East and from the far West, from the manufacturing Provinces of Quebec and Ontario, from the middle West, where manufacturers are just taking root, will come the men who are making Canada, in an industrial sense. The keenest business men from every corner of Canada will be there, and a convention held under those auspices is bound to produce something worth while. Mr. R. Hobson, President of the Hamilton Steel and Iron Company, will preside, and British Columbia will send the Vice-President, Mr. John Hendry, to assist him. A big delegation will be present from Montreal and Toronto and Western Ontario will be largely represented. It is expected that the Chairman of every Standing Committee, with the exception of Mr. J. F. Ellis, who will not be back from Europe in time to attend, will be present, together with a big proportion of the Provincial Vice-Presidents and members of the Executive Council. The meeting will adequately and thoroughly represent Canadian manufacturing interests.

What Will Be Discussed.

All the judgment and business acumen of the members will be needed to deal with the many questions which will be up for discussion. It is impossible to forecast what problems will arise, but it is certain that the reports of the various committees will open up many lines of thought. No doubt the Association's policy towards the establishment of a Tariff Commission will be keenly debated. Whether such a Commission would free manufacturers from the inequalities of the present system of tariff-making is at least a debatable point. The policy which the Convention will decide on, will be of such close interest as to compel the previous consideration of the question by members. Never perhaps has the tariff question been so replete with interest. What is to be our position in view of the new United States tariff, the France-Canadian treaty, the German re-approachment, and Japan's aggressiveness with the products of its cheap labor?

Scarcely second in importance to these questions is the problem of the Association's attitude to the new Insurance Bill, which was brought in too late last session to enable it to be passed by the Senate, but which will undoubtedly be adopted in some form during the next session. There is that troublesome suggestion of a tax on insurance placed with unlicensed companies, agreed to by some manufacturers and opposed by others. How is it to be considered? The Insurance Committee's report will be interesting.

Then in Transportation there are developments of the greatest importance to manufacturers. By the action of the Association, supported later by the commercial and industrial bodies throughout Canada, the Board of Railway Commissioners have approved and ordered the adoption of a new Bill of Lading, in which the conditions are immeasurably more favorable to the shipper than in the old Bill. Rates and classifications, new routes and conditions of carriage, will all be discussed in the report of the Railway and Transportation Committee.

Industrial Education, Commercial Intelligence and other Committee reports will prove no less interesting and instructive.

The Banquet.

The Convention will close with the Association Banquet, which, as Sir Wilfrid Laurier said on a recent occasion, has become an institution as recognized as the Association itself. The Hamilton Committee have arranged for this function in a capacious hall where the proceedings can be carried on in perfect comfort. The speakers will include men of national reputation. It is hoped that Lord Strathcona, Canada's High Commissioner to Great Britain, will be among the number.

Hon. Geo. P. Graham, Minister of Railways and Canals, will speak on transportation. Mr. Geo. Creelman, Director of the Guelph Agricultural College, whose enthusiasm is infectious, and Mr. J. S. Willison, Editor *The News*, Toronto, are also on the list.

The Place of Meeting.

The business sessions will be held in the Conservatory of Music Hall. This is conveniently situated to the hotels, and provides an admirable room both for seating and acoustic properties. At recent conventions there has been a good deal of trouble in hearing speakers, because the meetings were held in rooms not intended to be used as auditoriums. This trouble will be done away with on the present occasion.

The Convention City.

Hamilton is a city which it is well to visit occasionally. It is a veritable hive of industry. Nowhere on the continent can be found a city of 75,000 inhabitants which can boast of as many prosperous industries as can Hamilton. When we say that there are 350 manufacturing plants in Hamilton we are giving only half the truth. For those 350 plants are not ordinary or average plants; they include some of the best and most aggressive factories in Canada. Hamilton, with its big steel plant, its cheap power, and its admirable railway connections has become the Mecca for foreign manufacturers projecting Canadian branches. Its factories are solid, substantial, and employ a large body of skilled workmen. Hamilton is a city to be seen.

A SUGGESTION FOR WORKMEN'S ANNUITIES

AS announced in INDUSTRIAL CANADA, some months ago, The Superintendent of Government Annuities at Ottawa has issued under date of August 6th a circular letter suggesting the co-operation of employers and employees in the work of providing annuities for workmen. The letter is as follows:

Dear Sir:—

A number of manufacturers and employers of labor throughout the Dominion of Canada have been asking for information as to the cost of Government annuities, with a view to considering some plan by which they may assist their employees to make provision for their old age. I have, therefore, prepared, as an example, a table showing the cost of an Annuity of $250 at 60 to men starting to pay in between the ages of 21 and 50, where the employer contributes $10 a year for each man irrespective of age. The employer could, if desired, vary the amount of his contribution, and some employers will be disposed to make larger contributions in respect of men who have been a long time in their service than of those who have been in but a short time. It will be seen that where the men are over 35 a contribution of $10 represents but a small portion of the purchase money necessary to secure the Annuity of $250. The employer may make a selection from his men and contribute for a certain number only if unable for any reason to bring in the whole staff. I send you two copies of this table, and shall be glad to supply you with any number of additional copies required. I have shown the amount the employer's $10 will buy at each age on Plan "B," under which plan there would be no return of any portion of the purchase money, either to the employer or to the employee, should the employee die before the age of 60. If the employee leaves the service of his employer he will, of course, lose the benefit of his employer's contribution from that date. A separate contract would issue to each employee.

Any further information which you may require on the subject will be gladly sent, and if you should desire a personal interview with me you have only to command me and I will wait upon you at any time or place you may suggest.

I should be glad to have a line from you stating whether you would be disposed to co-operate with your employees for the purpose suggested if it should be their desire to take advantage of the scheme.

Yours faithfully,

S. T. BASTEDO,

Supt. Canadian Gov't Annuities.

EXAMPLES OF THE COST OF AN ANNUITY OF $250 WHERE EMPLOYER AND EMPLOYEE CO-OPERATE, ANNUITY TO BEGIN AT AGE 60, PAYMENTS TO BE MADE FROM COMMENCING AGE TO AGE 60.

1. Column 1 shows amount of Annuity which a payment by the Employer of $10 a year from commencing age to age 60 would purchase on Plan "B," under which Plan there would be no return of any portion of purchase money should annuitant die before 60.
2. Column 2 shows the amount remaining to be purchased by the Employee to bring Annuity up to $250.
3. Columns 3 and 4 show the annual rate to be paid on Plan "A" or "B" to purchase amount of annuity in Column 2. (On Plan "A" should Annuitant die before 60, all payments made with three per cent compound interest would be returned to the purchaser or his legal representatives.)

Commencing Age.	1—B.	2.	3—A.	4—B.
21	$128 20	$121 80	$12 85	$ 9 50
22	121 21	128 79	14 32	10 63
23	114 41	135 59	15 92	11 85
24	107 99	142 01	17 60	13 15
25	101 83	148 17	19 40	14 55
26	95 87	154 13	21 32	16 08
27	90 33	159 67	23 36	17 68
28	84 89	165 11	25 58	19 45
29	79 80	170 20	27 93	21 33
30	74 90	175 10	30 47	23 38
31	70 22	179 78	33 19	25 60
32	65 79	184 21	36 12	28 00
33	61 54	188 46	39 31	30 62
34	57 47	192 53	42 76	33 50
35	53 62	196 38	46 50	36 62
36	49 93	200 07	50 58	40 07
37	46 43	203 57	55 02	43 85
38	43 07	206 93	59 93	48 05
39	39 89	210 11	65 30	52 67
40	36 85	213 15	71 23	57 85
41	33 94	216 06	77 85	63 65
42	31 19	218 81	85 18	70 15
43	28 57	221 43	93 44	77 50
44	26 08	223 92	102 76	85 87
45	23 71	226 29	113 33	95 45
46	21 45	228 55	125 47	106 53
47	19 32	230 68	139 49	119 42
48	17 29	232 71	155 89	134 62
49	15 36	234 64	175 32	152 77
50	13 53	236 47	198 66	174 75

REPORT ON EXPLOSIVES.

An excellent report has been issued by the Government of Belgium, Brussels, on the manufacture of explosives and allied industries, with a special section devoted to the manufacture of matches. The industries mentioned have been the subject of close investigation and the report presents the results in an illuminating manner.



The Back Yard of a Factory District.

BEAUTIFYING FACTORY GROUNDS AND PREMISES

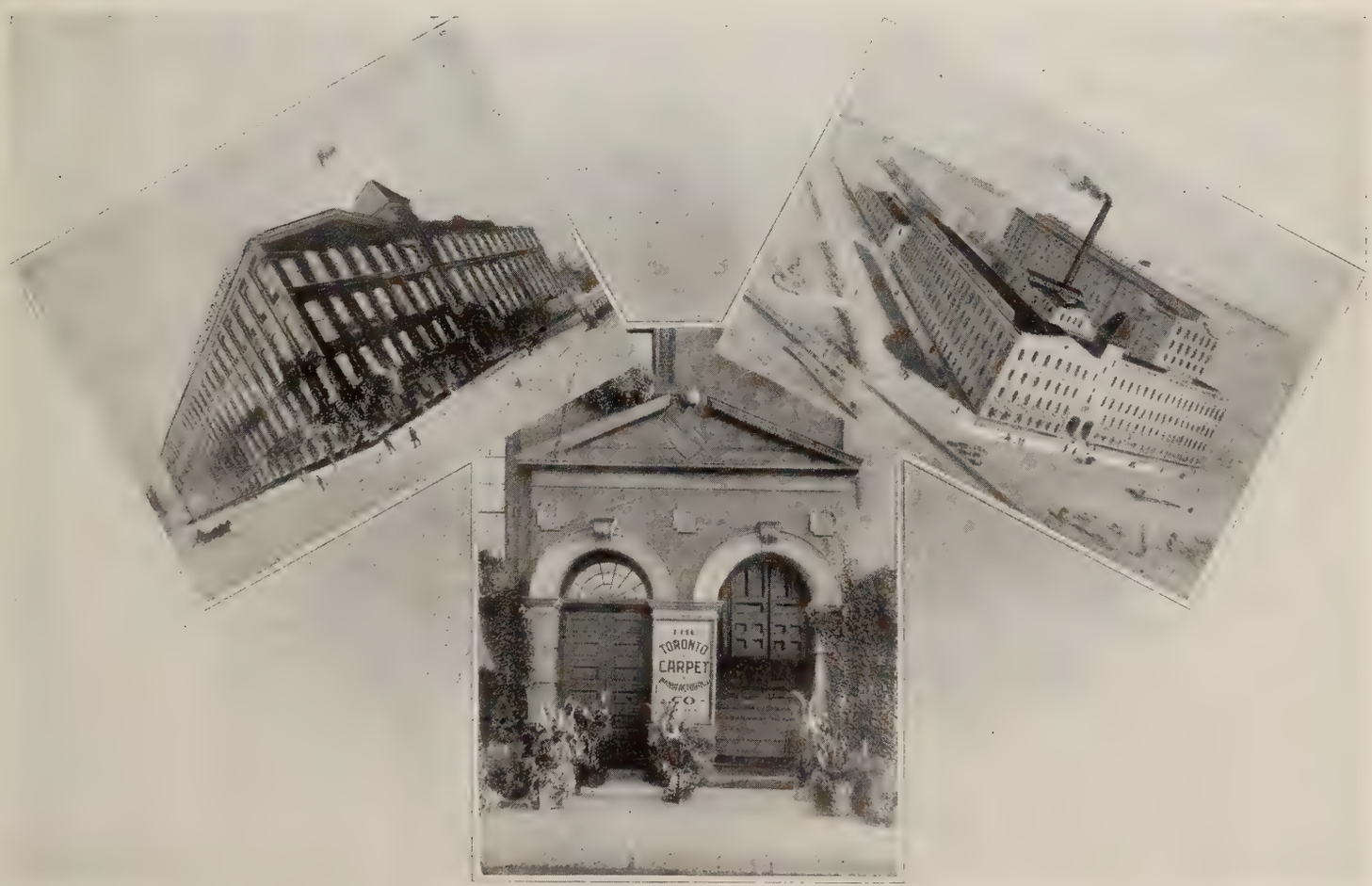
What Some Manufacturers are Doing Towards Making the Factory Life More Livable

WHEN are we going to hear of the factory beautiful? We have consistent agitations for the betterment of living conditions in our towns and cities. Associations and guilds are constantly educating public opinion in the direction of beautifying the municipalities, by laying out parks and boulevards, eliminating the crude and coarse, giving a touch here and there in the interest of art and beauty, preserving among the people that natural delight in the artistic and beautiful which helps to make life more livable.

Yet all these laudable moves have left out of consideration the factories, the homes of the great mass of the people during eight or ten hours of their working day. They are looked on as repellent, hard, dirty, places to be isolated. The "factory district" is synonymous with smoke and grime, bare uninteresting walls, cinder-strewn approaches, forbidding exteriors. Is this a desirable condition? If undesirable, is it inevitable? A glance at some of the factories reproduced herewith will show that some manufacturers at least have met the problem.

Working People Live Better.

The time is approaching when something more will be expected of a factory than a ramshackle building in unkempt

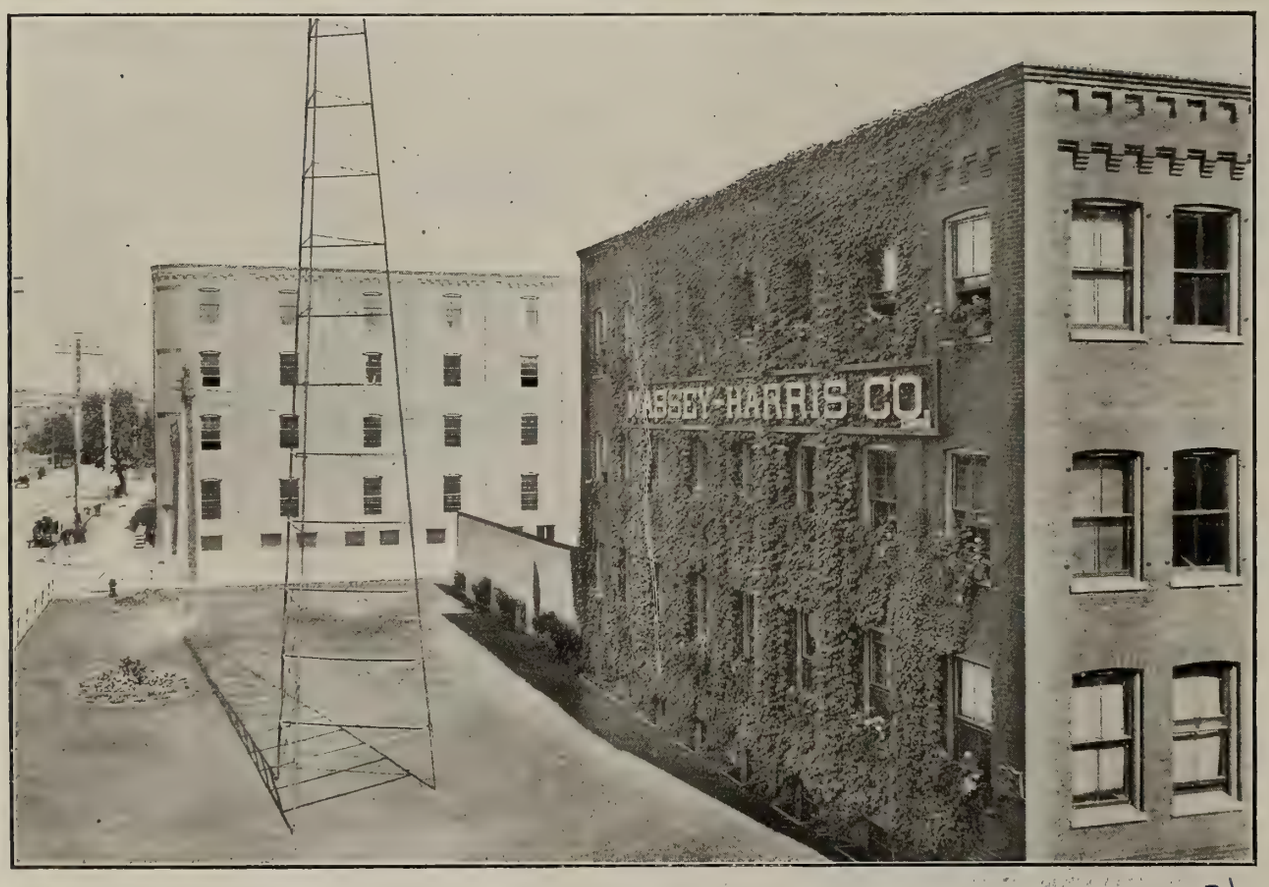


The Toronto Carpet Manufacturing Company have been Pioneers in the Betterment Movement.

and slovenly surroundings. Living conditions are improving for the working classes. We put that up as the boast of a manufacturing country with some measure of protection, that working men and women live better, have better and more attractive houses, have easier access to parks and places of public amusement, and in general have a happier and more dignified outlook on life. Life is beginning, on this continent at least, to mean more than an interminable fight against starvation. Year by year it represents more and more a fair share of the labor which no man has a right to scorn, with a leisure and a capacity for healthful enjoyment and mental relaxation. For these reasons, leaders among the people demand the realization of the city beautiful. They demand for the people a city which will supply the maximum of attractiveness for their free hours—parks and boulevards, clean and well-kept streets, public playgrounds, where possible

A Street of Attractive Factories.

To their credit be it said that an increasing number of manufacturers are making their factories pleasing to the eye and attractive to those whose lot it is to work in them. For many years the group of factories on King St., Toronto, extending from the Massey-Harris Co. to the Toronto Carpet Manufacturing Co., has presented an appearance of beauty which compares favorably with many of the residential streets of the same city. With a little care, vines have been trained up the front of the buildings; lawns, with flower plots, have been laid out and kept in trim; flower boxes have been set in the windows, and a beauty has been brought into being which is a constant source of delight to travelers on that street, and must be of immense value in educating and giving pleasure to the working forces. Quite apart from the direct effect it has on employees, it develops a friendly spirit towards the



The Massey-Harris Company Have Made Their Factory a Thing of Beauty. Really?!

easy access to the water, adequate transportation facilities, and, most of all, suitable, sanitary houses.

Are Factories Improving?

But all these improvements, and they are certainly coming, leave the workshops as they are. The factory district continues to be the factory district—a place which might well have at its entrance an adaptation of Dante's warning, "Who enters here shall leave all joy behind." It is difficult to imagine a workman carrying in to his work that liveliness of spirit and freeness of thought, which are the necessary conditions of effective work, in the face of the barrenness and repulsiveness of all too many factories. The betterment of working conditions is humanitarian, but in a narrower sphere it appeals even more strongly as an increaser of efficiency. Men and women will work better, will do more accurate work and more of it, in favorable environments than in the reverse.

employers, which as an asset is invaluable, by showing that the management is making an honest effort to improve working conditions.

It would take a whole article to tell what the Williams Greene and Rome Co., of Berlin, has done for its employees. The firm name has become so identified with welfare work as to make the two phrases interchangeable. It is interesting and instructive to note that the great exemplar of good relationship between employer and employees has recognized the influence of external attractiveness. The company, referring to this work, writes: "Berlin is justly celebrated as a town of homes, and our premises are situated in one of its most beautiful residential sections. Our endeavor has been to make our factory home as much in keeping with the neighborhood as possible. We are endeavoring to maintain a high standard in our product, and believe this can best be attained by surrounding our employees with an atmosphere of pleasant and attractive quarters in which to do their daily work."

The Factory as a Home.

That phrase, "our factory home," is pregnant. It contains within it the root idea of the whole betterment scheme. The factory as the home of its inmates is a new suggestion, yet that is what it is for the biggest part of the working hours of workpeople. When the factory is generally looked on as a home, and made attractive as a home, much of the sordidness of present-day life will disappear. The constant aim of employers should be to eliminate, as far as possible, the chasm lying between the home and the factory. Let the advantage be with the factory.

The Factory in Civic Life.

We have spoken exclusively of the beautifying of factory premises as it affects employees. There is another feature of the work which is scarcely less important. In the general scheme of city or town improvement, the manufacturer owes it to the community to bring his grounds and buildings into conformity with the spirit of the times. Again we call attention to the illustrations shown herewith, to prove that this is possible. Some lines of manufacturing make it impracticable to have gardens and lawns, but few there are which cannot be made neat and clean. Manufacturers, as a class, are able to take a large view of public questions and public movements. The movement for a better civic life, a life which is more livable to the citizens of to-day, has passed from the control of the few, and has become the aspiration of the many. Its call can no longer be neglected.



A Factory Like a Residence—The W. G. and R. Plant at Berlin.

MUNICIPAL FORESTS.

SHALL municipal ownership be extended to forests? This question, it is hoped, will shortly be answered affirmatively in Ontario, and perhaps in other provinces of the Dominion.

The question was discussed lately at a meeting in Cobourg of representative men of the counties of Durham and Northumberland (which are united for municipal purposes). In these counties, along the ridge which forms the watershed between the streams flowing into Lake Ontario and those joining the Trent River, is a large tract of sand land, some 15,000 acres in extent. Originally this land was heavily timbered with a fine crop of pine. After this was cut off the land was for some years farmed with fair success. The fertility of the soil, however, has steadily diminished, and now few farmers are left on the ridge. Buildings and fences are going to ruin, and areas of "blow" sand have developed which in some cases are drifting on, and covering up, good land. Not only is this the case, but the streams throughout the district have been affected, with the usual result that instead of flowing steadily throughout the year they are torrents in springtime, while in summer and autumn their beds are almost dry.

The land is capable of producing fine timber. Abundant evidence of this is seen in the large stumps still existing in many places and in the fine young timber that is springing up. Already one plantation made on sand land in Durham County some four years ago is growing well and thriftily.

The land can, it is thought, be bought at an average price of five dollars per acre. If the land is bought at this price and planted with white pine, at a cost, for plants and planting, of ten dollars per acre, the cost per acre of the planted area would, at the end of sixty years, amount to about a hundred and sixty-five dollars ($165). This includes a liberal allowance for expenses of management and protection and for taxes at the rate of 17 mills on the dollar. (Money is assumed to be worth three and a half per cent. per annum.)

The pine timber standing on the acre of ground would be worth, even at prices now prevailing, six hundred dollars. In other words, not only would the investment repay the interest at the rate of 3½ per cent. per annum, but in addition would yield an amount equivalent to a yearly payment throughout the sixty years of about two and a quarter dollars. Thus the yearly revenue would amount to almost half the amount paid, in the first instance, for the land.

At the meeting above referred to, addresses were given by Messrs. Thos. Southworth and Jas. Lawler, president and secretary, respectively, of the Canadian Forestry Association; Dr. B. E. Fernow, Dean of the Faculty of Forestry of the University of Toronto, and others. Figures given by the last-named speaker with regard to similar planting in Germany and France aroused much interest. Resolutions were passed by the meeting favoring the reforestation of the lands in question, the co-operation of the Provincial Government to be secured, if possible. The matter will be further discussed at a series of meetings to be held during the autumn, to conclude with a meeting of representatives of the counties in December.

Other parts of Ontario present much the same problem as the district referred to, and similar action could with advantage be taken in them. In other parts of Canada, too, there are good chances for municipal forests. The city of Prince Albert, Sask., for instance, has a splendid opportunity for the creation of such a forest reserve in the sandy jack-pine lands lying to the north of the Saskatchewan.

The State Legislature of Pennsylvania, it may be noted, at its last session passed an act permitting the municipalities of the State to acquire forest lands for the purpose of establishing municipal forest reserves.

A publication, devoted entirely to fire insurance, has been launched by W. B. Campbell, editor and publisher of Office and Field, a life insurance paper. The new paper, it is announced, will be devoted to Fire, Indemnity and Reduction of Fire Waste. The first issue consists of 24 pages of reading matter containing a great variety of valuable and suggestive information and should prove of interest alike to insurers and insured.

FINDING WORK FOR UNEMPLOYED.

BERLIN has solved the problem of making unemployment respectable and self-respecting. The agency through which it is accomplished is a Central Labor Exchange, maintained through co-operation of municipality, workers, and trade unions. In splendid and extensive quarters of its own in the heart of the East Central wholesale district, the Arbeits-Nachweis zu Berlin places the man or woman in search of work on the same dignified trading level as the brokers who have produce to sell in Mark Lane. It does more. On the Berlin Labor Exchange, while awaiting a market, labor is provided with a home which is club-house and mart combined.

Bureau Operated Cheaply.

A model of German paternal organization and thoroughness, the Labor Exchange is operated at a cost of less than $25,000 a year. On this budget, $15,000 of which is municipal subsidy and $10,000 contributions of workers and trade unions, the Labor Exchange provided in 1907 shelter for 158,098 men and women in search of employment, and found it for 95,678 of them—an average, roundly, of 450 applicants and 265 put to work daily. To see the simple machinery of this institution in motion—its entire operating staff is only twenty-seven—is to come away wondering at so practical a system for bringing the unemployed and working opportunities together on a basis devoid of the pauperizing influence of charity.

Two large five-storied brick and stone buildings, designed to accommodate 4,000 men and women at one time, house the exchange's various departments. There are three main divisions—for women and girls, for unskilled working men and boys, and for skilled working men. The latter department is subdivided into trades, with separate quarters for the wood-working industry, smiths, bakers, painters, bookbinders, plumbers, paperhangers, leather workers, plasterers, roofers, machinists, butchers, street employees, glaziers, lift men and printers.

How Workers Register.

Any unemployed person may invoke the exchange's work-finding facilities upon payment of a registration fee of 5 cents. If the job seeker be a member of any of the trade unions which contribute as organizations to the upkeep of the exchange he is exempt from payment of the registration fee. For a country famous for red tape, amazingly few formalities, and these of the simplest sort, require to be gone through. A man or woman steps up to a window like a bank-teller's and files an application form for registration, on which he is required to state name, age, whether married or single, last place of employment, how long out of work, and in what occupation last engaged. Upon payment of the registration fee a receipt of membership card is issued, which entitles the holder to the privileges of the exchange for three months. The exchange is open in spring, summer and autumn from 7 a. m. to 6 p. m., and in winter from 8 a. m. to 6 p. m. In the skilled trades special hours are set apart for various industries, so that different trades may use the same quarters at different times.

From the standpoint of the visitor main interest attaches to two great halls set aside for unskilled men and boys, and for women and girls. As one enters the imposing premises in the Gormannstrasse the Saal for male unemployed is first reached. Spacious, high-ceilinged, and well lit, with bench seats for 1,400 and standing room for 500 more on a gallery running around all four sides, it looks like a real exchange, or the trading floor of a stock or grain market, with the same animated buzz or guttural conversation, emanating on the day I was there from nearly a thousand throats.

A Workmen's Club.

Scattered here and there at regular intervals were sign posts labelled "House Servants," "Teamsters," "Younger Workmen," "Elder Workmen," etc., and seated in the immediate vicinity were men and youths answering these descriptions. Each group was subdivided by signs reading, "January," "February," or "March," indicating the date at which the out-of-works at those particular points had taken up their job vigil. To an observer familiar with London unemployed this throng was conspicuous for cleanliness, sobriety, and good humor. Here and there sat couples playing at draughts. Yonder a grey-beard pulled contentedly at a pipe. Across the hall at the exchange canteen stood a dozen fellows enjoying their midday meal—coffee with milk and sugar for one cent, a glass of beer for one cent, or a sandwich, slice of sausage, or portion of salad at two cents apiece. Others were smoking canteen cigars retailed at three a penny. Those who had "dined" were whiling their time away with newspapers and magazines furnished gratis by the exchange librarian.

A broad-shouldered teamster came from the boot repairing room, where members of the exchange, before starting out for jobs, can have their footgear repaired for a halfpenny. Next door was the tailor shop, where clothes are mended and cleaned for the same price. Legal advice is even cheaper, for the exchange maintains a bureau where members can get consultation upon the law, either in working or private affairs, free of charge. The law bureau adjoins another splendid feature of the amazing unemployed club—a model first-aid medical and hospital room. One passes from it into a white tiled bathroom, where hot and cold shower baths in separate booths, including use of soap and fresh towels, may be taken for one cent.

The Bureau in Operation.

While the visitor is losing himself in admiration of all this, messengers dash in and out, telephones buzz, men and women rush out to work, others straggle in looking for it. Inspector Steffen, head of the male division, enters the great hall where the unskilled men and boys are congregated. He raps for silence. In his hand rustle a dozen pink slips. "Men wanted," applications sent in by employers by letter, messenger, or telephone. He reads out: "Bumpstein, Stralauerstrasse, 19, wants eleven piano-movers for two weeks; wages 75 cents a day." Inspector Steffen advances toward the "Younger workmen" pit. Piano-moving is too strenuous for older men. Ten, twenty, perhaps thirty, fellows rise from their benches eagerly holding aloft their numbered membership cards, for, other things being equal, precedence is given to those who have been waiting longest.

Herr Steffen makes his selections carefully, bearing employers' and would-be employees' interests mutually in mind. He gives preference to the married man and those with children to support, but they must be likely men for the job, as the exchange is jealous of its reputation for supplying the right men for the right places. A working man or woman who gives evidence of too strong inclination to drink or slothfulness is frequently recognized and refused the privileges of membership. The exchange has done its work when it sends Bumpstein his eleven piano-movers. It is for them to say, when they reach his premises, on exactly what terms they care to enter his employ. The exchange exercises pressure upon neither work-giver nor work-taker. If the men who have been sent to a job do not want it, they must rejoin the exchange as newcomers and pay fresh registration fees. This is the whole modus operandi of this simple, effective, democratic, prompt, work-finding organization. From two to four hundred jobs a day are doled out in these abnormal times of unemployment.

Similar scenes are enacted in the women's department, where all sorts of female help is supplied except shop and office assistants. In charge is Fraulein Klausner, who can only be described as an encyclopaedia of information and angel of human kindness combined.

THE COAL INDUSTRY OF NOVA SCOTIA

How Coal Mining Has Progressed in the Seat of the Present Industrial Conflict

THE scene of the present industrial conflict between the Dominion Coal Company and its employees has marked the whole progress of a national industry from its first inception to its present healthy maturity. We have to go back two hundred and fifty years to find the beginning of coal mining in Canada. In 1672, Nicholas Denys published in Paris a record of his explorations and his discovery of coal in the New World. Louis XIV. received a tenth of his earnings as royalty. In 1677, M. Duchesneau, the Intendant of New France, issued a proclamation exacting a royalty of 20 sous per ton, from all persons taking coal from Cape Breton. Again in 1711, we find Admiral Walker, who commanded an expedition to reduce Quebec, speaking of having procured a supply of coal from the cliffs, using only crowbars to extract it.

The initial attempt at systematic mining, according to a report of the Department of Mines, Ottawa, was in 1720, when it was found necessary to procure a supply of fuel for the men who came from France to lay the foundations of the fortress of Louisburg. The pit openings then made can be seen even at the present day, at Port Morien, Table Head, and other places. For the next one hundred years practically no development took place, only enough coal being mined to supply the needs of the garrison at Halifax.



No. 2 Colliery, Dominion Coal Company, Capacity 6,000 Tons Per Day.

It was not till 1827, when all the mines of the province — Cape Breton became part of Nova Scotia in 1820—passed into the hands of the General Mining Association, that mines were systematically opened and worked. In 1858, as the result of a strong agitation, the General Mining Association surrendered its claims to the Provincial Government on certain conditions, one of which was the reduction of the royalty to 8.2 cents a ton on screened coal up to 250,000 tons, and 6.2 cents a ton on all coal sold over 250,000 tons.

The United States Duty.

In 1854 the United States removed the duty on coal, with the result that by 1866, Nova Scotia sold to the New England States 404,252 tons. In 1867, however, a duty of $1.25 a ton was put on. This in 1872 was reduced to 75 cents, at which figure it remained till 1894. From 1894 to 1897 the duty was fixed at 40 cents, but in the latter year it was raised again to 67 cents. It has remained at this figure till the 45 cent rate was put into effect by the new Payne tariff. Naturally, under these frequent and erratic changes of duty, the exportation of Nova Scotian coal has fluctuated. Up to 1894 it varied from 228,132 tons a year to 13,883 tons. After 1894 it increased, till in 1903 shipments reached 968,832 tons.

The development of Nova Scotia mines received a big impetus in 1877, when, as the result of investigations by a select committee, a duty was imposed on soft coal coming into Canada. This opened up the markets of the St. Lawrence to Canadian producers, and the trade grew till, in 1907, shipments to the St. Lawrence amounted to 1,484,360 tons.

Formation of Dominion Coal Co.

The Dominion Coal Co., which has been in the limelight with few intermissions ever since its inception, was organized in 1893, with a capital of $18,000,000. This company amalgamated a number of smaller properties, acquiring in all about 70 square miles, which area has been increased since then to 142 square miles. The entry of the big and financially strong corporation into the field was the signal for an energetic development all along the line. New territories were prospected, new mines opened and operated, and railways were extended. Improved machinery was installed, and shipping facilities increased. Besides, markets were worked with an aggressiveness unknown before. In 1893 the company mined 834,019 tons; in 1907 this amount had increased to 3,516,447, or 421 per cent. in 14 years. It is interesting to note the distribution of this supply. In the last year mentioned it was approximately as follows:

St. Lawrence Ports, Montreal, Quebec, etc.	1,200,000 tons.
Boston	600,000 "
Dominion Iron and Steel Co., Sydney, N.S.	600,000 "
Colliery consumption and workmen	245,000 "
Other ports, Intercolonial Railway, etc.	871,447 "
	3,516,447 "

The average time of steamers from the coal company's docks is:

Montreal	85 hours.
Quebec	65 "
Boston	60 "

Mining in Nova Scotia is peculiar, in that the coal seams run far under the ocean. Extensive investigations, however, show that there is a great thickness of cover over the coal

areas, so that mining can be carried on without difficulty or danger.

Cost of Mining.

The cost of mining by the Dominion Coal Co. has been figured as follows:

Royalty per ton	.12½ cents
Labor of mining and putting in cars	.99 "
Railway freight to pier, at ½c. per ton mile	.07½ "
Loading and trimming cargo coal	.06 "
Interest charges	.14 "
Total F.O.B., Sydney	$1.39

Freight charges to St. Lawrence ports, 75c. to $1 per ton.

The Dominion Coal Co. employ normally about 5,000 hands, of whom 2,300 are skilled workmen. They carry on mining operations under favorable conditions for the employees. Every possible appliance for minimizing danger in the shafts has been installed. Safety lamps of the most modern type are used generally. Life-saving equipment and stations have been installed. In addition to this, houses for workmen have been built, which the company rents at a moderate figure, while every encouragement is offered to employees to buy their own homes. The present strike in the company's colleries was precipitated by the United Mine Workers of America. Relations with the Provincial Workmen's Association, a local labor organization, have remained satisfactory.

INSURANCE BILL AND THE PROPOSED TAX ON UNLICENSED INSURANCE

AS a full discussion on this important subject will likely take place at the Annual Convention at Hamilton, it is desirable that the attitude of the Association in the whole matter should be reviewed prior thereto.

So large a misconception has arisen from speeches delivered in Parliament and elsewhere, and by partial and imperfect reports in the Press, that the Insurance Committee of the Association has approved the insertion of this article in INDUSTRIAL CANADA to fully explain the situation.

The Association Has Not Pronounced On the Principle or the Amount of the Tax.

It is desirable at the outset to make the very clear and explicit statement that the Association has not directly nor indirectly through any of its Committees, made any pronouncement on either the principle or amount of taxation in connection with policies of Insurance effected with Companies not licensed to transact business in Canada, as provided in the Dominion Insurance Act as it passed the House of Commons in May, 1909. Opinions expressed by individual manufacturers before the Banking and Commerce Committee have been taken as voicing the views of the Association, and Hon. Mr. Fielding more than once fell into this error, although, as will be fully shown later, the capacity in which these gentlemen appeared was so clearly stated that such a misconception should not have prevailed.

As a matter of fact the Association could not have been consulted in the matter of taxation for at the time of the April Executive Council there was no indication or evidence that the Government, or the Banking and Commerce Committee of the House, contemplated the imposition of a Tax of any kind and when the May Council met the House had passed the Bill, had sent it on to the Senate, and both had been prorogued.

What the Executive Council Did.

The Dominion Insurance Act was introduced into the House of Commons on March 8th, 1909, and the Insurance Committee reported thereupon to the Executive Council at its meeting on the 18th March. Particular attention was drawn to Section 71, Sub-Section C, which provided penalties upon any person who "Inspects any risk, or adjusts any loss or carries on any "business of insurance on behalf of any individual under-"writers or underwriters or on behalf of any insurance com-"pany without the license," etc.

The object of the Committee in drawing special attention to this section as stated in their report, was, "that the mem-"bers of the Association presently insuring in the New Eng-"land Mutual Companies may be apprised of it." At that time they were apparently the ones primarily interested, for the reason that the Act prohibited the inspection of risks, which is the fundamental basis of N.E. Mutual Insurance.

At a meeting of the Insurance Committee on March 22nd, it was decided that the Insurance Department should lend its facilities in every possible way to assist those members interested in opposing the bill. The decision was communicated in the report of the Committee to the April Council meeting and was then approved.

At the May meeting of the Executive the Insurance Committee reported upon the different situation that had developed since the last meeting particularly in respect of the problem introduced into the Act by the imposition of a tax on all fire insurance policies in unregistered Companies. It was there pointed out that we received intimation of the proposed tax on May 11th and that as the Act could not be passed at that Session the Committee preferred not to submit any recommendation, but they suggested "that as the question of the "principle of a tax on unregistered insurance is of great "importance, *and as no immediate action is necessary* it might "be well to postpone discussion until the Annual Convention "when the entire membership may have the opportunity of "taking part therein."

The report was adopted and thus the entire question will be before the Annual Convention without any action having been taken upon it by the Council or the Committee, and without any recommendation from either thereupon.

From the foregoing statements and extracts from the minutes of the Insurance Committee from the time the Insurance Act was introduced until it was shelved in the Senate, it is manifest that the Association has not pronounced on the taxation question; moreover, no opportunity was given them of doing so, nor was it possible to create the opportunity.

It is therefore, now in order to emphasize the statement already made that the Association has not directly, nor indirectly through any of its Committees, made any pronouncement on either the principal or amount of taxation.

We must now go further and show the attitude of individual manufacturers and see how far it is correct to assume or infer that they voiced the view of the Association.

The Minister of Finance (Mr. Fielding) made two principal addresses to the House of Commons in connection with the third reading of the Bill. On Saturday, May 15th, he was addressing the Committee of the whole on the resolution creating the Tax, and a most careful reading of "Hansard" fails to discover a single expression that connected the Canadian Manufacturers Association directly or indirectly with the tax either by way of endorsement or disapproval.

Unfortunately the attendance of members on that occasion was very slim, and on Monday, the 17th, while still in Committee, Mr. Fielding again spoke, even at greater length than on the 15th, and made several statements which had not been mentioned on the former occasion. It is perhaps fair to quote

one or two introductory sentences as confirming some of the remarks made in the earlier part of this article. Mr. Fielding said:—

"When this Bill was introduced in the House, it did not "contain any clause respecting taxation. This clause is the "result of the deliberations of the Committee. It was adopted "in the sub-committee, I think I may say, unanimously."

Mr. Fielding then proceeded as follows:—

"The chief opposition to our Bill in its original form so "far as that clause was concerned, came from the Canadian "Manufacturers Association. But, after the question had been "discussed, after it had been thrashed out for several hours in "the Committee, and after the view which I have endeavored "very imperfectly to present here to-day had been presented "very forcibly by the Insurance men, the delegation of the "Canadian Manufacturers Association came back and said: "We want to make a further statement; we admit the reason-"ableness of the statement of the insurance men; at the same "time, we point out that your Bill will make this business "practically prohibitory, you impose your penalties in such a "way that these New England Mutuals and other Companies "will not be able to do business here at all; do not prohibit "them, do not shut them out, do not place upon us that burden, "for we cannot always get the amount of insurance that we "want or, sometimes, when we can, we have to pay too high a "rate; we admit the reasonableness of the case and that the "Canadian Companies and these licensed companies ought to "have some measure of protection; and, if you want to put a "moderate tax on this class of business, we think it reasonable "and are willing to submit to it. That is the source of this "clause; the suggestion came from the Canadian Manufac-"turers Association."

Was Mr. Fielding Justified in Making This Statement?

We think it is quite clear that Mr. Fielding had no authority for introducing the name of the Association as he did. In the multitude of detail, and in the stress of the work of his Department such a mistake is quite excusable, but this does not by any means place any responsibility upon the Association, except to deny it, nor should it lead any member of the Association to rest under the misapprehension.

The following facts will serve to bring out more forcibly the action taken by individual manufacturers and others who opposed the Bill.

Following our March Executive Council meeting to which reference has already been made, a meeting of manufacturers insured with the New England Mutuals and other unregistered Companies, so far as the information was before us, was called on Monday, March 29th, in the Board Room of the Association, and a Special Committee was appointed to go to Ottawa *to present the view of the manufacturers* before the Banking and Commerce Committee. This Special Committee consisted of Messrs. W. K. George, T. A. Russell, A. E. Kemp, C. N. Candee, and the Assistant Manager of the Department, B. L. Anderson.

On Tuesday, March 30th, a joint meeting of manufacturers, merchants, and members of the Montreal Board of Trade, was held in the Railway Committee Room of the House of Commons, when it was decided to entrust the argument against the Bill, *as it then stood*, to a sub-committee consisting of Messrs. Kemp, Gordon, Russell, Logan, McMaster, Cains and Anderson. The personnel of this sub-committee consisted of four manufacturers, a lawyer, a merchant, and an insurance man, Mr. Anderson.

The same day the Banking and Commerce Committee met and this sub-committee presented its views. Mr. H. J. Logan was the first speaker and thus introduced the subject:

"There are a large number of firms and corporations "represented here to-day and . . . these business men "and manufacturers have asked the following gentlemen to "represent to this Committee their views, viz.:—Mr. George "S. Cains, representing the Montreal Board of Trade; Mr. T. A. "Russell; Mr. A. E. Kemp; Mr. George Caverhill, Mr. Geoffrion, "K.C., and myself. The firms which are represented here "to-day are" (and here follows the record of the names).

There is a slight difference in the names of the sub-committee stated by Mr. Logan and those recorded in the previous paragraph, but the difference is of no material moment.

Mr. Geo. S. Cains was the next speaker and said:

"I am asked by the deputation of the Board of Trade of "Montreal to present this resolution," which resolution follows in the record.

Mr. T. A. Russell followed and spoke thus:

"I have not come forward to make any attack upon the "Canadian Fire Underwriters Association, but to give a simple "statement of *the attitude of the manufacturer* who for several "years past has felt that in his own interests he was compelled "to go to New England Mutual Fire Insurance Companies for "protection."

Mr. A. E. Kemp followed and said:

"Mr. Russell and I are here representing a class of insur-"ance known as the New England Factory Mutuals; we are "not here representing other classes of insurance which is done "outside of the country."

Mr. Caverhill, Mr. Aime Geoffrion, K.C., and Mr. W. H. Rowley, subsequently spoke; Mr. Caverhill on behalf of the Merchants; Mr. Geoffrion, representing the Reciprocal or Individual Underwriters, and Mr. Rowley on behalf of a number of merchants and manufacturers who had asked him to speak on their behalf.

In quoting the actual words from "Hansard" of the members of the sub-committee (not the Insurance Committee of the Association it must be remembered) who addressed the Banking and Commerce Committee, it is quite apparent that each and all clearly stated whom they represented and in no single instance was there the slightest reference to the Canadian Manufacturers Association. Apparently, therefore, there was no justification for Hon. Mr. Fielding, or any one else who heard the arguments, assuming that the speakers in any way represented the Association. The one thing that stands out prominently from the quotations just given is that each speaker laid the foundation for subsequent argument by clearly stating on whose behalf he was speaking.

The next point in this analysis must be directed to the enquiry, *what, if any, subsequent action can reasonably be laid to the Canadian Manufacturers' Association?*

During Mr. Russell's address Hon. Mr. Fielding interrupted him by saying:

Hon. Mr. Fielding—But you pay duty.

Mr. Russell—Yes, I also pay duty.

Hon. Mr. Fielding—That is all we want.

Mr. Russell—No, I submit it is not. If the proposition was that those of us who thought we should go out of Canada for insurance were asked to pay some percentage on the premiums, *I do not know what objection our manufacturers would raise.*

This is all that occurred in respect of taxation in Mr. Russell's address on March 30th.

Mr. Russell was followed by Mr. A. E. Kemp, and twice during his speech he dealt with taxation. "Hansard" records the words used and we quote them:

"The question of protection has been brought up here, and "I do not want to evade it. I would rather pay a protection "on the cost of my insurance of 35 per cent. *than have this "law enacted as it stands to-day.* If the Minister of Finance "thinks that the time has come that we can reasonably proceed "along those lines of fees or the levying of a tax, I am not "one of those who will offer any objection to such a course. "There are two things in this country, of a financial character,

"of which we have not sufficient, and which we have to get "outside; one is money and the other is insurance. . . . I "wish to be distinctly understood that I am not antagonizing "the arguments made by the representatives of the Under- "writerss Association, there is a great deal in what they say, "but this, to my mind, is not the way to right it. I repeat what "I have already said, that if you want to charge a fee or tax on "what insurance costs if secured outside, for the purpose of or "for assisting in defraying the expenses of the department, or "for any other purpose, do that, but do not attempt to force "those who are obliged to go elsewhere for insurance to get it "of or through a source which cannot as is admitted supply the "full volume."

Mr. Rowley addressed the Committee on March 31st, and in respect of taxation used these words:

"So far as putting a tax upon the net premiums on the "policies that are brought in I do not think insurance ought "to be taxed any more than money ought to be taxed. But "still if it is made the law that we should pay 10, 15, 20, "25 or 35 per cent.—although I cannot get any such protection "as 35 per cent. for our stuff and do not want it—but if it is "considered that foreign insurance companies shall be taxed "to the limit I do not object."

A suggestion was made by Mr. Bickerdike, M.P., at the close of the session of March 30th that both sides to the controversy should get together and endeavor to prepare a clause that would be mutually acceptable. There were no formal conferences between the Underwriters and those who desired unregistered insurance, but Mr. Russell in his second address to the Banking and Commerce Committee on March 31st, stated that some of the insurance men had intimated that they would not object to the suggestion he purposed making.

At the close Mr. Russell stated:

"On behalf of the manufacturers I have discussed it with "Mr. Kemp, with Mr. Candee, of the Gutta Percha Company, "with Mr. Rowley, and with Senator Jones."

And the suggestion was:

"We will pay whatever fee the Government in Council "thinks should be levied on any premiums which we pay out of "Canada for this insurance that we buy. I think," said Mr. "Russell, "that is a fair position, and I think it is all that "the Fire Underwriters' Association, as they are at present "organized, are entitled to ask."

Whether or not any one was justified in concluding from the arguments thus summarized that these speakers committed the Canadian Manufacturers' Association to the acceptance of the principle of taxation is not for us to determine. We merely present a resume of the case as presented to the Bank-

The Department's Position.

The only remaining question to deal with is as to the work of the Insurance Department in this same connection.

We have already quoted the authority of the Executive Council to the Department to lend its facilities to assist those members in opposing the Act, and throughout this has been the only attitude they have assumed. We do not find anything in the work performed by them that can be construed as expressing the view of the Association; indeed the Department could not have done so inasmuch as the Association had not expressed any views at all on the situation.

The city of Toronto is in the market for 18 turbine pumps, ranging in capacity from 13½ million gallons to 1½ million gallons. Tenders will be received up to October 14th. Also for 16 motors, with necessary exciters, switchboards, connecting material, etc. Tenders close on the same day.

CANADIAN FIRM PAYS NEW ZEALAND INCOME TAX.

MR. J. S. LARKE gives the following information which will be of interest to manufacturers doing business with New Zealand:

A Canadian firm has been surprised by a demand for income tax from the New Zealand government. The clause of the New Zealand statute, under which this is levied, is:

"The commissioner may from time to time, as he thinks fit, assess any specified non-resident agent or non-resident trader for income tax in respect of any specific transaction, or of all transactions during any specified period, and may fix the amount of the tax at the rate then last in force (if the rate of tax is not fixed by law), and on the assumption that the specific transaction or, as the case may be, all the transactions during the specified period have produced such net profit as the commissioner deems likely to have been made, being in no case less than five per centum of the gross proceeds resulting from such transaction or transactions."

The basis of this taxation is that foreign traders, largely Australian, send their travellers or employ a local commission agent to take orders for goods from retailers and thus compete with New Zealand wholesale houses. The New Zealand house would pay taxation, from which foreign rivals would be free. It will be seen that the taxation is based upon the profits that have been made or are estimated should have been made upon the business done through a commission agent. If orders had been directly sent to Canada, for example, by a firm paying for them, there would have been no taxation upon the Canadian exporter. The taxation arises when he employs either a traveller or a New Zealand commission agent. In the case of a traveller he must disclose the orders taken prior to his departure from New Zealand, upon which the income tax is levied.

Method of Levying.

Upon the profits, the taxation is one shilling in the pound if the trade is done by a joint stock company. If the exporter is not a joint stock company the tax is sixpence in the pound for the first thousand pounds and one shilling in the pound afterwards. Thus, if the sales by a joint stock company through a commission agent amount to $10,000, the tax would be $50 if based upon a profit of 10 per cent. If the profit is estimated at 5 per cent the tax, of course, would be one-half of this amount. As export profits are low, a Canadian firm doing business through a commission agent in New Zealand should take care that he is supplied with the correct figures. The natural tendency of the taxation officer, if he has to make an estimate, would not be to make the figures below the actual rate.

Will Be Subject of Discussion.

The subject of New Zealand and Australian taxation upon incomes is likely to be a matter for discussion at the congress of the Imperial Chambers of Commerce to be held in Sydney in September next. The following two notices have been given by the Sheffield Chamber of Commerce:

"That this congress is of opinion that the system in force in Western Australia, South Australia and New Zealand, of charging income tax upon profits resulting from business transactions in these colonies by British commercial travellers and agents is very prejudicial to British trade, and that such tax ought to be discontinued."

"That when customs duty on samples has been paid by any British commercial traveller or agent on his entry into any British colony, a refund of such duty ought to be made on his departure in respect of any such samples taken away by him."

CANADA'S GREAT OCEAN PORT

Recent Improvements to Montreal Harbor.

THE steady growth of business through the port of Montreal and the St. Lawrence route is well brought out in the report of the Harbor Commissioners of Montreal, just published. In spite of the financial depression of 1908 the tonnage of the port was the largest in its history. This is mainly attributable to the large quantities of grain attracted to the St. Lawrence route by its safety and the increased facilities for the rapid and economical handling of cargo. So well have arrangements for the handling of cargo been carried out that a C.P.R. liner was able to discharge 4,250 tons inward and take on 9,500 tons outward general cargo, the whole in 53 hours. A large Allan liner was loaded and unloaded in 40 hours. The average time taken in European ports to load and discharge 10,000 tons is 14 days. Montreal handled 13,750 tons in less than 3 days. The handling cost on through freight has been reduced by 22 cents per ton in 1908, equivalent to a saving in a single season of over $90,000.

The season was one of the dryest in years, yet a clear low water depth of 30 feet was maintained in the St. Lawrence ship channel throughout the season, and 34 feet during the first half.

Not content with the improvements made during the past ten years, two exhaustive schemes for the further development of the port have been prepared, one by Mr. R. C. H. Davison, London, Eng., the other by Mr. F. W. Cowie. The Commissioners trust this may be the basis of the lines to be followed in the great work of the future. It is hoped by concentration on a definite scheme of progressive development an economic whole may be created without increasing the annual capital expenditure on harbor works, and in such a way that the natural increase in business will automatically provide the revenue required to meet increased interest charges. The Harbor Commissioners have a traffic department which handles all rail traffic on the wharves by their own locomotives. The result has been that the railways can now load and discharge cargo without the necessity of intermediary handling and at a very considerable reduction in cost.

The public elevator handled 8,661,350 bushels of grain, or an increase of 7½ millions over 1907. The entire system of grain conveyors has been erected and equipped and grain may now be delivered to the ships day and night at their own berths, without interfering with the loading and unloading of general cargo. Four ships may be loaded at once at the rate of 15,000 bushels per hour each. This gives the port of Montreal the largest and most complete system of grain conveyors in the world.

The growing popularity of the St. Lawrence route may be shown by the fact that 20 full cargoes of wheat left Montreal in 1908 for Russian and Mediterranean ports. Most of this wheat was grown in the United States and sold on the New York and Chicago corn exchanges. The St. Lawrence river from the ocean to Montreal is now the best lighted and buoyed ship channel in the world. By day large distinguishable buoys of the most modern type mark the channel on either side; by night an avenue of brilliant flashing lights shows its boundaries. This has added the equivalent of 70 days to the season of navigation, or secured for the ships one-third more time to do their business in.



The New 75-Ton Crane Just Erected in the Montreal Harbor. With this New Equipment Montreal is Placed in the First Rank of Ocean Ports.

Last year 14 double-decked steel and concrete freight sheds, with a floor space of over one and a quarter million square feet and a weekly handling capacity of 150,000 tons were completed, besides the grain conveyor system and other extensive improvements. A new wharf 575 feet long and a concrete pier with an area of 251,600 square feet have been built, a 75-ton floating crane has been purchased and two electric transporters for the upper storeys of the sheds.

The port of Montreal is now handling a greater volume of business per month than any other North American port, except New York. The tonnage has doubled in five years. The grand total for 1908 of both ocean and inland traffic for the port of Montreal shows 13,173 vessels and 5,548,028 tons.

It is expected that in ten years the channel will be 35 feet deep at low water. The total wharfage represents about 7½ miles. A fire tug has now been put into commission which is able to render efficient service. The Harbor Commissioners employ on an average over 500 men on the wharves. Dredging in the harbor in 1908 amounted to 186,000 cubic yards.

The crane which is now in operation was built by Vickers, Sons & Maxim. The features of the crane are: length, 200 feet; breadth, moulded, 43 feet; hull, steel, non-propelling; vertical boiler. Its capacity is: at 51 feet radius, 75 tons; at 66 feet radius, 60 tons; at 72 feet radius, 10 tons. Height of lift above water, 100 feet. Jib to slew, 360 deg.

In addition to the crane a self-contained portable grain elevator is supplied, to be handled, when required, by the crane.

The elevator leg is 75 feet long and is driven by electric power generated on the vessel. Its capacity is 2,800 bushels per hour.

The crane has an interesting history. It was ordered for delivery in in 1908.

Owing to the great strike in England in 1908 the construction of the derrick structure was delayed.

When completed she left Barrow-in-Furness in charge of the tug *Oceana*, to be towed across the Atlantic. When well into the open ocean heavy weather was experienced and the tug abandoned the crane and ran for shelter for a port on the north of Ireland, leaving the crane to its fate.

The barge was picked up by two steam trawlers hailing from Grimsby and safely towed to Stornoway. It is understood that salvage was awarded to the amount of £5,250. The floating crane was towed to Barrow-in-Furness and laid up in dock for the winter, to be overhauled and forwarded at the opening of navigation of 1909.

PROTECTION OF TRADE MARKS IN JAPAN.

The following information is from the report by H. M. Commercial Attache at Yokohama (Mr. E. F. Crowe) on the trade of Japan in 1908, which will shortly be issued, and deals with the position of trade marks in that country:

In last year's report it was stated that in consequence of the action of the authorities the general condition in regard to trade marks had improved. Since that was written the improvement has been fully maintained, but the subject has, nevertheless, continued to attract much interest.

The examiners of the Patent Bureau appear to be devoting considerable care to seeing that persons do not obtain registration for marks which do not belong to them, and thus the profession of piracy and blackmail has received a serious set-back; at the same time, it is impossible for the examiners to be acquainted with all the many thousands of British marks, and owners whose goods are likely to come to Far Eastern markets are therefore advised to take the trouble to bring their marks to the notice of the authorities.

It still appears necessary to point out to owners of British trade marks that if they want to be sure of getting proper protection for their marks they must register them. Registration does not cost more than about $30 per mark, with all fees included, and if there are several marks a reduction in the patent agent's charges can generally be obtained.

That infringments of registered trade marks continue to occur is only too true, but this is, to some extent, due to the fact that the persons whose interests have been injured do not care to prosecute, because in the past the offenders have escaped on technicalities. A revised law has, however, been promulgated, in which many improvements have been introduced, and as the new law will probably come into effect next autumn, it is to be hoped that most of the awkward trade mark questions which now arise will disappear, although it would be too much to expect that all imitations of foreign goods will vanish.

It is, perhaps, worth pointing out that the Patent, Design, and Utility model laws have also been revised, and that the new laws will probably come into effect in September, 1909.

THE UNITED STATES TARIFF.

The London *Times* contained among others the following expressions of Canadian opinion on the new United States tariff:

Sir Thomas Shaughnessy, President of the Canadian Pacific Railway: "With a population of approximately eighty millions, with enormous wealth created by the development of their natural resources, and with the knowledge that these conditions are largely the result of the trade policy of the country during the past half century, the United States, if the action of the Senate may be taken as an expression of the public sentiment, have decided upon a continuance of a strong protective tariff, although many manufacturers pressed for a reduction. What an object lesson, based upon experience and most conclusive results, this is to Canada, whose situation and conditions are identical to those which prevailed in the United States, and what safer or more logical course can Parliament pursue than to adopt practically the same lines in Canadian tariff legislation?"

Mr. Farquhar Robertson, President of the Montreal Board of Trade: "Canadian business men are not greatly interested in the proposed changes in the United States tariff, partly because there is a general belief that when that tariff is finally adopted it will be found that its provisions do not materially differ from those of the present tariff, and partly for the reason that the time has passed when Canadian interests can be much affected by U. S. tariff legislation."

Mr. R. Hobson, of Hamilton, President of the Canadian Manufacturers' Association: "The revision of the United States tariff is a matter that has not been of very much interest to Canadian manufacturers. The rates of duty under the Dingley tariff, and the same condition will no doubt exist under the revised tariff, were so high as to be practically prohibitory on nearly every article we make in Canada. With the farmer of this country the proposed tariff will be a very serious matter. With a higher rate of duty on agricultural products he will find himself in the same position as the Canadian manufacturer, that is to say, he will no longer be able to profitably export to the United States. In my opinion, to make up for the curtailment of business, he should press for such legislation as would further encourage the expansion of Canadian manufacturing interests, the interests which are the largest employers of labor, and thereby enlarge the most profitable market for his products, viz., the home market."

EVOLUTION OF CANADIAN COMMERCE.

A booklet containing a series of seven drawings, illustrative of the progress of Canadian commerce, has been issued by the R. Simpson Co., Toronto, in commemoration of the opening of their new store in that city. The pictures are from the pencil of Mr. C. W. Jeffreys, an artist whose work has commanded much attention during recent years. The bold portrayal of character and the live reproduction of various epochs in the evolution of store-keeping contained in the booklet before us makes it of more than passing interest. The drawings commence with the exchange of commodities between Jacques Cartier and the Indian chiefs, and run through the "store at the corners" stage, to the present palatial establishment. With each picture is some descriptive reading matter by Mr. S. H. Howard, which completes an excellent production.

DEVELOPMENTS IN WELDING PROCESSES.

"During the last few years a new method of joining metals by fusion by the aid of compressed combustible gases has been introduced, which has established itself with an amazing rapidity in almost every centre of industry." It is this advance in metallurgy which has inspired the writing of "Welding and Cutting Metals by the Aid of Gases or Electricity," by L. A. Groth (The Copp, Clark Co., Toronto, publishers). The book contains a full discussion of this interesting subject, commencing with an examination of the various methods existing for the production and liquefaction of combustible gases, and carrying the investigation through their various uses in mechanics. In a short notice of the book it would be impossible to give an adequate idea of its scope. The whole problem of autogenous welding, however, is discussed with a thoroughness which should make it invaluable in metal working shops.

BRIDGE CONSTRUCTION UNDER DIFFICULTIES

A Notable Bridge on the Canadian Pacific Railway.

OF the building of railways in the Canadian West there is no end. A railway map of the prairie provinces looks like nothing so much as a spider's web, except that the spider works with more apparent regularity. Colonization and commerce in this country follow the steel.



Placing the First Span.

The railways do not extend a line or build a branch to gather in existing business; they construct into virgin territory with the assurance that where a railway is there soon will be the farmer, and where the farmer is there is wheat to be carried East and supplies to be carried West. So that we are not surprised at reading of proposed extensions away up into the Peace River district, where settlers are few and far between, because that has been the policy throughout of the railways. Canadian railways have been great pioneers.

A couple of months ago INDUSTRIAL CANADA told of the Grand Trunk Pacific, how it was crawling along the prairie in its progress towards the Pacific. This month we illustrate some of the engineering feats made necessary by the development of the Canadian Pacific Railway. The bridge, two pictures of which are reproduced herewith, illustrates under what difficulties railway construction is carried on. It is being built for the Canadian Pacific Railway by the Hamilton Bridge Works Company, on the boundary section of the road about forty miles from Nelson, B.C. The work is presenting great difficulties owing to the fact that the top of the bridge is about 160 feet above the bottom of the ravine and the work had to be put in entirely with a steel erection car. The bridge consists of two forty-foot D. P. G. spans, two hundred-foot deck lattice spans, and one one hundred and thirty foot deck lattice span in the centre of the bridge. The two forty foot girders and the two hundred foot deck lattice spans were erected in the usual manner, but the hundred and thirty-foot span was erected as a cantilever from each side. It will also be noticed that the end of the hundred and thirty foot span rests on steel bents ninety feet high.

The total tonnage of steel in this bridge is about five hundred tons, and as it is erected on a curve and a grade, some idea may be formed of the difficulty of erection.

Through the mountains separating Alberta from British Columbia a great series of bridges are being built. Railway construction has ever been an index to the prosperity of a country. Where such costly structures as the one described have to be erected it is more than an index, it is a cause. In the United States it has been stated by so eminent an



Bridge Almost Completed.

authority as James J. Hill that the railway building era is past. In this country we seem to be still on the full tide. Great as is our mileage we have huge areas still waiting development. It will be another half century before all these are even tapped.

REPRESENTATIVES FOR SOUTH AFRICA.

AS the advisability of sending a representative to South Africa to study the local conditions, and call upon the local importing houses has more than once been urged upon Canadian firms, below is given railway fares between the principal towns, so that with the aid of a map of South Africa an approximate idea of the cost of the trip may be estimated.

The daily tariff of the best hotels would average 15s. per day. It is only in two or three towns where this is exceeded, and in one or two places it would be only 12s. 6d. The railway fares do not include beds or meals, which are very moderate, averaging about 3s. for the latter and 3s. 6d. for the former. In an earlier report it was stated that a three months' trip in this country could be done for $1,500, but this now seems to be a wide estimate; in two months out here a smart man could do a great deal, and a trip extended over this time, and to include Cape Town, Kimberley, Bloemfontein, Johannesburg, and the Rand, Pietermaritzburg, Durban, East London, King Williams' Town and Port Elizabeth, should not cost more than $500 at the outside for railway fares, hotel accommodation, cabs and tips.

Railway Fares—First Class.

Cape Town to Bloemfontein	£ 7	4	4
Bloemfontein to Johannesburg	2	13	5
Cape Town to Kimberley	6	6	2
Kimberley to Johannesburg	3	2	7
Cape Town to Port Elizabeth	6	10	0
Port Elizabeth to Kimberley	4	16	4
Port Elizabeth to Bloemfontein	4	9	7
Bloemfontein to Kimberley	1	1	10
Cape Town to East London	7	0	0
East London to Bloemfontein	4	0	5
East London to Kimberley	5	5	3
Johannesburg to Pretoria	0	9	5
Pretoria to Delagoa Bay	3	11	2
Johannesburg to Durban	4	15	9
Bloemfontein to Durban	4	19	9
Kimberley to Bulawayo (return)	13	14	5
Bulawayo to Salisbury (return)	6	15	4
Durban to East London by sea (single)	3	3	0
East London to Port Elizabeth by sea (single)	2	2	0
Port Elizabeth to Cape Town	5	5	0

—H. R. Poussette in the Trade and Commerce Reports.

A QUESTION OF OWNERSHIP.

Seeley *vs.* Caldwell. 18 O.L.R., 472.

On February 20, 1908, A executed a mortgage on real estate to the Defendant, in which all machinery then on or to be brought upon the lands during the continuance of the mortgage were declared to be part of the real estate.

On 12th March, 1908, A leased from the Plaintiff a tubular boiler, air compressor, a receiver and a pump, with the intention of increasing the capacity of the plant. These were annexed to the land in such a manner that they could be detached at a trifling cost with no substantial damage to the freehold. At a cost of not more than $20, the plant could be made as it was before the goods were brought upon the lands. The lease was a straight lease for one year and not a hire purchase contract. The goods were worth over $4,000.

On 27th August, 1908, default being made in the mortgage, the Defendant took possession of the lands and refused to give up the goods to the Plaintiff, on the ground that they had become fixtures.

In the case of Reynolds *vs.* Ashby (1903) 1 K.B., 87, affirmed in House of Lords (1904), A.C., 466, machines were leased under a hire-purchase contract and affixed to the realty by nuts and bolts and could be removed without injury to the buildings or to the concrete beds on which the machines rested, and a mortgagee took possession. Held that the owner of the machines could not recover against the mortgagee in possession; and in the case of Ellis *vs.* Glover (1908), 1 K.B., 388, the right to remove trade fixtures that exists against a mortgagor ceases when possession is taken by a mortgagee.

It was held that the Plaintiff could not recover the goods from the Defendant who took possession as mortgagee. Also that if instead of being merely leased the goods had been sold under special conditions, as set out in sec. 1 of Cap. 149, R.S.O. (1897), the Conditional Sales Act, then sec. 14 of Cap, 13, 5 Ed. 7th (1905), might have been successfully invoked in aid of the Plaintiff.

The result is that while under sec. 14, above mentioned, if the goods had been sold under a hire receipt the owner could have claimed them, subject to the right of the mortgagee to retain them on paying the balance due, as they were only hired to the mortgagor of the land then upon the mortgagee of the land taking possession, the goods being fixed to the land could be taken and held by the mortgagee under his mortgage. The owner of the goods has his remedy only against the hirer. In this case it was of no value, as the hirer was an insolvent company. A slight amendment to sec. 5 would cure this hardship.

JAS. R. ROAF.

DISSATISFACTION WITH COMPULSORY ARBITRATION ACT.

One of the most serious difficulties threatening New Zealand is industrial trouble. It has been described as a land without strikes. This can no longer be truthfully said. There have been, in the past, a number of strikes which did not last long. But there is now a strike in a coal mine which has been continued for some time, and, what is more serious, is the support given to the strikers, contrary to law, by the industrial unions in various parts of the country. It indicates not only unrest amongst the working people, but also a dissatisfaction with the working of compulsory arbitration. There is not the good feeling between employers and employees which existed prior to the passing of the legislation for the settlement of industrial disputes. New Zealand is realizing what was foretold of the results of this laudable attempt to settle strife. The law has haled employers and employees before a legal court as plaintiffs and defendants, yet whatever the decision, lawsuits do not commonly conduce to harmony in business relations. It is also transforming industrial troubles into political issues. The decision of many of the cases lies with the chairman appointed by the Government, and when there is a dissatisfaction with his judgment, the Government is held to be responsible for the appointment.

The Act has increased the wages, but as the wages rose the cost of living was also increased, until the workingmen assert that they are practically in no better condition than they were before compulsory arbitration came into force. The reduction in the price of products means the closing down of some industries or the reduction of wages, and the trade unions are in little humor at present to accept a reduction without the protest of a strike.—*Trade and Commerce Reports.*

DEATH OF MR. ANDREW A. BROWN.

Mr. Andrew A. Brown, Montreal manager of the McClary Manufacturing Co., died suddenly August 10, at Rye Beach, N. H., where he was spending his holidays with his family. Mr. Brown was one of Montreal's best known and esteemed business men, a member of the Montreal Executive Committee of the Canadian Manufacturers' Association and a director of the Eastern Canada Manufacturers' Fire Insurance Co. Mr. Brown was about 62 years of age.

CHANGES IN FREIGHT RATES DURING AUGUST

List of Freight Schedules Filed with the Board of Railway Commissioners During month of August, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
E. 1716 Cancels E. 1694	C.N. 36 Cancels C.N. 33	Aug. 20, '09	Starch, c.l., Brantford, Cardinal and Port Credit to Vancouver, all rail, 95c per 100 lbs.
Sup. 32 E. 499	Sup. 32 G.D. 60	Aug. 12, '09	Class and commodity, G. T. stations to New York, Philadelphia and Baltimore, for export.
Sup. 17 E. 1240	Sup. 17 E. 121	July 15, '09	Steel bars, c.l., Hamilton to Montreal, 14c per 100 lbs.
Sup. 8 E. 1314	Sup. 8 C.P. 27	Aug. 24, '09	Woodpulp, c.l., Ottawa and Hawkesbury, to points in U. S.
Sup. 22 E 1431	Sup. 22 C.Y. 23	July 21, '09	Sash, steel, Toronto to points on G. T. Ry.
Sup. 13 E. 1434	Sup. 13 C.M. 8	July 21, '09	Commodities, G. T. stations to points in Maritime Provinces.
Sup. 3 E. 1587	Sup. 3 E. 26	Aug. 12, '09	Class and commodity, stations in Canada to Boston, Portland and St. John, for export.
Sup. 1 E. 1607	Sup. 1 C.G. 42	Aug. 12, '09	Flour, c.l., St. Catharines and Thorold to Montreal.
E. 1684 Cancels E. 1458	C.O. 42 Cancels C.A. 69	Aug. 14, '09	Soapstone, c.l., Madoc to points in U. S.
E. 1686 Cancels 15 tariffs	S. 71	July 26, '09	Local switching charges in Canada.
Sup. 1 E. 1686	Sup. 1 S. 71	July 28, '09	Local switching charges in Canada.
E. 1687 Cancels E. 176	C.F. 12 Cancels Sup. 6 to G.A. 10	Aug. 16, '09	Lumber and forest products, points in Ontario to U.S.
E. 1691 Cancels E. 1420	C.U. 39 Cancels C.U. 31	Aug. 16, '09	Commodities between Buffalo, Black Rock and Suspension Bdge. and points in Canada.
Sup. 24 E. 225	Sup. 24 G.A.A. 3	Aug. 6, '09	Pig iron, c.l., Midland to Three Rivers, P.Q., $2.55 per gross ton.
E. 1695	C.F. 123	Aug. 13, '09	Pulpwood, c.l., Matheson, Ont., to Erie, Pa., 17c per 100 lbs.
Sup. 9 E. 1101	Sup. 1 C.R. 25	Aug. 9, '09	Reshipping and stopover arrangements at stations in Canada.
E. 1700	C.U. 40	Aug. 20, '09	Lime, nitrogen, c.l., Niagara Falls, Ont., to Baltimore, Md., 13c per 100 lbs.
E. 1701 Cancels E. 1678	C.N. 34 Cancels C.N. 31	July 20, '09	Commodities, stations in Eastern Canada to Vancouver, Victoria and New Westminster, B.C.
1703	C.U. 41	Aug. 17, '09	Mica, any quantity, Ottawa to East Pittsburg, Pa., 58c per 100 lbs.
1707	U. 17	Sept. 3, '09	Classes, stations in Canada to Boston and Boston points.
1704	J. 4	Aug. 2, '09	Class rates, Dorval and west and connecting lines, to C. P. stations in New Brunswick.
1711	C.U. 42	Aug. 30, '09	Scrap mica, c.l., Ottawa to Bridgeport, Conn., 25c per 100 lbs.
E. 1712 Cancels E. 1682	C.R. 66 Cancels C.R. 64	Aug. 3, '09	Elevation and storage on grain, ex lakes.
E. 1718	C.N. 38	Aug. 6, '09	Starch, c.l., Brantford, Cardinal and Port Credit to Vancouver (lake and rail), 90c per 100 lbs.
Sup. 25 E. 225	Sup. 25 G.A.A. 3	Aug. 12, '09	Pig iron, c.l., Midland to Smith's Falls, $2.50 per ton.
Sup. 18 E. 1240	Sup. 18 E. 12	Aug. 14, '09	Woodpulp, c.l., Tamworth to Montreal, 17½c per 100 lbs.
E. 1721 Cancels E. 1587	E. 32 Cancels E. 26	Sept. 15, '09	Class and commodity, stations in Canada to Boston, Portland, Halifax, and St. John for export.
W. 205 Cancels W. 148	G.F.D. 1555 Cancels 1385	Sept. 13, '09	Pig iron, billets, etc., Milwaukee, Mich., to points in Canada.
Canadian Pacific Railway.			
Sup. 36 E. 1284	Sup. 36 E. 866	July 21, '09	Commodities between various points in Canada.
Sup. 13 E. 1111	Sup. 13 E. 694	July 23, '09	Malt, c.l., min. 35,000 lbs., Owen Sound to Lethbridge, Alta., 65c per 100 lbs.
Sup. 22 E. 1107	Sup. 22 E. 692	Aug. 9, '09	Class and commodity, stations in Eastern Canada to Port Arthur and Fort William.
Sup. 16 E. 1098	Sup. 16 E. 683	July 26, '09	Scrap metal, etc., between various points.
E. 1485	E. 1070	July 19, '09	Starch, c.l., Brantford, Cardinal and Port Credit to Vancouver, etc., lake and rail, 90c, all rail 95c, per 100 lbs.
E. 1490 Cancels E. 1444	E. 1075 Cancels E. 1028	July 19, '09	Raw sugar, c.l., Antwerp, Belgium and Hamburg, Germany, 75c per 100 lbs.
E. 1494 Cancels E. 1478	E. 1079 Cancels E. 1063	July 20, '09	Commodities, Eastern Canada to Vancouver, etc.
Sup. 18 E. 1289	Sup. 18 E. 871	July 21, '09	Commodities, points in Ontario to Maritime Provinces.
Sup. 2 E. 1373	Sup. 2 E. 957	Aug. 7, '09	Classes between stations west of Montreal and points on connecting lines east thereof.
E. 1496	E. 1081	Aug. 23, '09	Classes between Montreal and points east.
Sup. 9 E. 1023	Sup. 9 E. 611	Aug. 10, '09	Classes from stations west and north of Montreal to points on Intercolonial Ry.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 110 E. 297	Sup. 110 E. 270	Aug. 28, '09	Woodpulp, c.l., C. P. stations to points in U. S.
Sup. 87 E. 342	Sup. 88 E. 283	Sept. 1, '09	Lumber and forest products, c.l., C. P. stations to points in U. S.
Sup. 39 E. 1284	Sup. 39 E. 866	Aug. 16, '09	Commodities between various points.
E. 1513	E. 1098	Sept. 6, '09	Scrap iron, c.l., Montreal to points in U.S.
W. 1265	W. 1876	Aug. 4, '09	Tallow, c.l., Winnipeg, etc., to Montreal and St. John, for export.
W. 1269	W. 1884	Aug. 14, '09	Empty iron drums, c.l., Nanaimo, etc., to Eastern Canada.
E. 1517	E. 1102	Aug. 14, '09	Oxide of iron, c.l., Three Rivers, P.Q., to Vancouver, etc.
Canadian Northern Quebec Railway.			
329 Cancels 251	179 Cancels 98	Aug. 15, '09	Classes between Montreal and points on C. N. Q., C. N. O., and Q. and L. St. J. Railways.
Michigan Central R.R.			
1478	G.F.D. 8037	Aug. 30, '09	Lime, nitrogen, c.l., Niagara Falls, Ont., to Baltimore, Md., 13c per 100 lbs.
1467 Cancels 579	G.F.D. 8009 Cancels 5855	Aug. 15, '09	Class rates, lake and rail, M. C. points to Chicago.
Sup. 3 1397	Sup. 3 G.F.D. 7864	Aug. 9, '09	Class and commodity, M. C. points in Canada to New York, Philadelphia, etc., for export.
Sup. 6 1335	Sup. 6 G.F.D. 7742	July 31, '09	Brick and tile between various points in Ontario.
Sup. 17 1241	Sup. 17 G.F.D. 7538	Aug. 29, '09	Commodity from Buffalo and Suspension Bridge to points in Canada.
New York Central and Hudson River R.R.			
1467	A. 14592	Aug. 31, '09	Scrap iron, c.l., Maling, N.Y., to Montreal.
1465	A. 14532	Sept. 1, '09	Cast iron pipe, c.l., Medina, N.Y., to Quebec, Montreal and St. John.
Wabash R.R.			
383 Cancels 83	9503 Cancels 2338	Aug. 29, '09	Corn, c.l., Chicago to points in Canada.
Western Trunk Lines.			
Sup. 8 191	Sup. 8 21	Aug. 15, '09	Lumber, c.l., points in Middle States to Canada.
Transcontinental Rate Bureau.			
249 Cancels 218	S.R. 993 Cancels S.R. 984	Aug. 31, '09	Lumber, c.l., California, Oregon, etc., to Canada.
Sup. 2 242	Sup. 2 5 E.	Sept. 10, '09	Commodity and class, Eastern Canada to North Pacific Coast points.
Sup. 2 241	Sup. 2 4 E.	Sept. 10, '09	Class and commodity, Eastern shipping points to North Pacific Coast points.
Sup. 3 240	Sup. 3 3 G.	Sept. 12, '09	Class and commodity, California terminals to points in Canada.
Sup. 3 239	Sup. 3 2 F.	Sept. 11, '09	Class and commodity, North Pacific Coast terminals to Canada.
Lake Shore and Michigan Southern Railway.			
Sup. 17 169		Sept. 1, '09	Commodity, L. S. and M. S. stations to points in Canada.
181 Cancels 158		Aug. 19, '09	Billets, pig iron, etc., from L. S. & M. S. stations to Canada.
Dunkirk, Allegheny Valley and Pittsburg R.R.			
77 Cancels 63		Sept. 8, '09	Class and commodity, D., A. V. & P. R.R. stations to Canada.
Central Freight Association.			
Sup. 3 94	Sup. 3 to 3 A.	Sept. 12, '09	Class and commodity, points in Canada to Eagle Pass, El Paso and Lareda, Tex.
Sup. 7 62	Sup. 7 3	Aug. 26, '09	Class and commodity, points in Canada to Laredo and El Paso, Tex.
91	15 A.	Aug. 20, '09	Class and commodity, points in Canada to Southern points.
Lehigh Valley R.R.			
657		Sept. 5, '09	Billets, c.l., South Bethlehem, Pa., to Montreal, $3.20 per gross ton.
649 Cancels 456		Sept. 5, '09	Classes, L. V. stations to points on G. T. R. in Canada.
650 Cancels 599		Aug. 28, '09	Wire rods, c.l., Perth Amboy, N.J., to Montreal, 20c per 100 lbs.
Central R.R. of New Jersey.			
337 Cancels 140		Sept. 2, '09	Commodity, C. R.R. of N. J. stations to points in Ontario.
334		Aug. 25, '09	Cement, c.l., points in Pennsylvania to Canada.
333 Cancels 311		Aug. 20, '09	Nails and wire, Allentown, Pa., to points in Quebec.
332 Cancels 306		Aug. 20, '09	Glass bottles, c.l., N. J. points to Quebec, 48c per 100 lbs.
Wheeling and Lake Erie R.R.			
36		Aug. 20, '09	Classes, W. & L. E. stations to Canada.
Pittsburg Terminal Railway.			
11 Cancels 7	167 Cancels 11 and 78	Aug. 18, '09	Iron and steel, Pittsburg, etc., to Canada.
Zanesville and Western Railway.			
36	C. 41	Aug. 24, '09	Classes, Z. & W. stations to Canada.
Pittsburg and Lake Erie R.R.			
102	B. 1050	June 28, '09	Class and commodity, P. & L. E. stations to Canada.
Boston and Albany R.R.			
Sup. 2 141	Sup. 2 4107	Sept. 11, '09	Class and commodity, Boston and Boston points to Canada.
Detroit and Mackinac Railway.			
52 Cancels 43	618 Cancels 545	Sept. 15, '09	Class and commodity, D. & M. stations to Canada.
Chicago, Milwaukee and Puget Sound Railway.			
7	117 A.	Aug. 2, '09	Commodities, Tacoma and Seattle, Wash., to Canada.
Kanawha and Michigan Railway Company.			
1	B. 1	Aug. 24, '09	Lumber, c.l., Albany, Ohio, to Cobourg, 21c per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Chicago, St. Paul, Minneapolis and Omaha R.R.			
43 Cancels 37	480 D. Cancels 480 C.	Aug. 31, '09	Pig iron, c.l., Ashland, Wis., to Oshawa, $4.35 per gross ton.
Galveston, Harrisburg and San Antonio Railway.			
1	145 D.	Sept. 1, '09	Commodities, points in Mexico to Canada.
Pere Marquette Railway.			
Sup. 5 940	Sup. 5 2442	July 19, '09	Sugar. c.l., Wallaceburg to Newmarket, 16c per 100 lbs.
Grand Rapids and Indiana Railway.			
83 Cancels 68	1540 Cancels 1263	Sept. 15, '09	Pig iron, c.l., Michigan points to Oshawa.
Buffalo, Rochester and Pittsburg R.R.			
Sup. 8 194	Sup. 8 2451	Sept. 11, '09	Fire brick and clay, c.l., points in Pennsylvania to Canada.
Elgin, Joliet and Eastern Railway.			
Sup. 2 6	Sup. 2 1082 A.	Sept. 1, '09	Class and commodity, E., J. & E. stations to Canada.
Mobile and Ohio R.R.			
Sup. 7 14	Sup. 7 1996	Aug. 20, '09	Commodities, Mobile, Ala., to Canada.
Seaboard Air Line.			
Sup. 3 12	Sup. 3 925	Aug. 25, '09	Forest products, c.l., Southern points to Canada.
Central Indiana Railway.			
4		Aug. 20, '09	Brick, c.l., Brazil, Ind., to Sarnia and Windsor, $1.65 per ton.
Chicago, Milwaukee and St. Paul R.R.			
79 Cancels 78	18 C. Cancels 18 B.	Aug. 9, '09	Copper, Anaconda and Butte, Mont., to Canada.
New York, Chicago and St. Louis R.R.			
Sup. 12 68	Sup. 12 276	Aug. 16, '09	Commodities, points in Ohio to Canada.
Bay of Quinte Railway.			
Sup. 19 271	Sup. 19 18	July 23, '09	Commodities between various points.
Sup. 20 271	Sup. 20 118	July 31, '09	Commodities between various points.
305 Cancels 301	39 Cancels 36	Sept. 7, '09	Commodities, from B. of Q. stations to points on connecting lines.
Chicago and Alton R.R.			
Sup. 12 3	Sup. 12 2000 A.	Sept. 1, '09	Commodities, St. Louis and E. St. Louis to Canada.
Delaware and Hudson Co.			
843	F.D. 5033	Aug. 20, '09	Wagon and carriage axles, c.l., D. & H. points to Ontario.
844	F.D. 5042	Aug. 26, '09	Wire, c.l., Wilkesbarre to Ontario.
Chesapeake and Ohio R.R.			
99 Cancels 4	13550 Cancels 12279	Aug. 25, '09	Bark extract, c.l., Virginia points to Canada.
Sup. 13 3	Sup. 64 10976	Aug. 14, '09	Commodities, C. & O. stations to Canada.
Lake Erie, Alliance and Wheeling R.R.			
76 Cancels 70		Sept. 13, '09	Billets, pig iron, etc, Alliance, O., to Canada.
Atchison, Topeka and Santa Fe R.R.			
28 Cancels 3 and 20	7318 A. Cancels 7318 & 8820	Sept. 1, '09	Class and commodity, points in Illinois to Canada.
Erie R.R.			
Sup. 41 4		Aug. 13, '09	Class and commodity, Erie R.R. stations to points on C. P. R.
126 Cancels 83	9102 Cancels 8077	Aug. 10, '09	Binders' board, millboard, etc., Lockport, N.Y., to Montreal and Quebec.
127 Cancels 101	9103 Cancels 8572	Aug. 19, '09	Binders' board, box board, etc., North Tonawanda to Montreal.
128 Cancels 82	9190 Cancels 3381	Sept. 1, '09	Commodities, Erie R.R. stations to Canada.
Delaware and Hudson Company.			
838	F.D. 5022	Aug. 14, '09	Commodities, D. & H. points to C. P. Ry.
Pennsylvania R.R.			
G.O. 135		Sept. 4, '09	Fire brick and clay, P. R.R. stations to Canada.
G.O. 112 Cancels 11		Aug. 15, '09	Iron and steel, P. R.R. stations to points on G. T. Ry.
G.O. 119 Cancels 46		Aug. 10, '09	Fire brick and clay, P. R.R. stations to Canada.
G.O. 118		Aug. 10, '09	Class rates, P. R.R. stations to Montreal, P.Q.
G.O. 115 Cancels E. 13		Aug. 10, '09	Fireproofing and macite. boards, c.l., Chester, Pa., to Montreal, P.Q.
G.O. 117 Cancels D.D. 3		Aug. 10, '09	Cotton, duck and piece goods, c.l., Trenton, N.J., to Montreal, 40c per 100 lbs.
G.O. 113 Cancels G. 93		Aug. 10, '09	Paint, c.l., Lucaston, Pa., to Montreal, 24c per 100 lbs.
G.O. 113 Cancels 19		Aug. 10, '09	Rosin and sulphate of soda, c.l., Baltimore, Md., to Montreal, 18c per 100 lbs.
T.T. 39		Aug. 21, '09	Fire brick and clay, c.l., P. R.R. stations to Bolton, Ont.
Pittsburg, Shawmut and Northern R.R.			
78 Cancels 75	628 Cancels 612	Aug. 7, '09	Glass bottles, c.l., Hazelhurst and Smithport, Pa., to points in Canada.
79 Cancels 71	650 Cancels 566	Aug. 24, '09	Clay and hollow brick, c.l., Klaumut and St. Mary's, Pa., to points in Canada.
Atlantic Coast Line R.R.			
18		Sept. 4, '09	Turpentine, in bbls., c.l., Columbia, S.C., to Montreal, 45c per 100 lbs.
Toronto, Hamilton and Buffalo R.R.			
565 Cancels 489	G.F.D. 188 Cancels 163	Aug. 5, '09	Grain and grain products, local and between points on C., W. & L. E., M. C. and N., St. C. & T. Rys.
Kingston and Pembroke Railway			
263 Cancels 121	164 Cancels 7	Sept. 6, '09	Feldspar, c.l., K. & P. points to the U. S.
Delaware, Lackawanna and Western R.R.			
Sup. 1 216	Sup. 1 C. 5100	Sept. 1, '09	Commodities, D., L. & W. stations to Canada.
Sup. 1 215	Sup. 1 A. 513	Sept. 1, '09	Class rates, D., L. & W. stations to Canada.
236 Cancels 208	A. 612 Cancels A. 604	Sept. 1, '09	Import tariff, New York to Canadian points.

A Book on the Precious Metals.

Mr. T. Kirke Rose, in his book on "The Precious Metals" (The Copp, Clarke Co., publishers, Toronto), gives an account of the discovery, history and uses of gold, silver and platinum, which, while readable and free from an excess of technical terminology, yet carries the reader through the whole subject in an adequate and satisfying way. The precious metals, even to those who are not working with them, are always of interest. The history of alchemy in the Middle Ages, when countless alchemists were experimenting in an effort to produce gold from the baser metals, shows how eager was the pursuit of the yellow substance. No less interesting is the story of the uses to which it and silver are now put in the industrial world. Platinum is the newest, as it is the most valuable, of the precious metals. Two chapters are devoted to a discussion of its qualities and uses.

Duty on Catalogues.

The following regulations govern the entry of catalogues, price lists, &c., into South Africa:—

"There is a duty on all catalogues, price lists, &c., of over 8 ozs. gross weight coming into the South African Customs Union, of 2d. per pound or 25 per cent ad valorem, whichever is the greater. This can be prepaid by South African postage stamps, obtainable from the Agents-General for the various colonies in London; or by remitting the amount by money order to the Postmaster General of the colony to which the catalogues are addressed. Remittances should be despatched not later than by the same mail taking the consignments they are intended to cover. Each packet should bear the following words:—'Posted by....., duty sent to the Postmaster General.....(Colony).' "

H. R. Poussette in Trade & Commerce Reports.

Position Wanted.

Purchasing Agent.—Young man, at present buyer for large machinery manufacturer, desires responsible position in similar line. Several years' experience in iron and steel and metal manufacturing trades in Canada and United States. Address replies, Purchasing Agent, INDUSTRIAL CANADA.

Position Wanted.

Competent young man, experienced in office management and bookkeeping, and with a general knowledge of business, is open for engagement. Applicant has excellent references from present employers and from firm of chartered accountants. Address communications to C. D. B., care of INDUSTRIAL CANADA, Toronto.

SECOND-HAND ENGINES FOR SALE.

1 BROWN ENGINE, 20½ x 54, 62 R.P.M., 300 H.P., 16' x 31¾" fly-wheel, complete with Bulkley Syphon Condensor, and usual valves, fittings and indicator piping.

1 BROWN ENGINE, 13 x 34, 90 R.P.M., 70 H.P., complete with usual valves, fittings and indicator piping.

1 BROWN ENGINE, 10¼ x 30, 80 R.P.M., 47 H.P., 8' x 4½" fly-wheel, complete with usual valves, fittings and indicator piping.

1 SLIDE VALVE ENGINE, 10 5-16 x 24, 84 R.P.M., 10' x 16" fly-wheel, complete with usual valves, fittings, and indicator piping.

Apply for prices, etc., Canada Paper Co., Limited, Montreal, Toronto, Windsor Mills, P.Q.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquiries, apply by numbers to the Secretary, at Toronto.

81 **Tools.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of tools.

82 **Tweeds.**—A Newfoundland commission merchant is prepared to represent a manufacturer of tweeds.

83 **Underclothing, Ties and Shirts.**—A Newfoundland commission merchant wishes to take up a line of men's underclothing, ties and shirts.

84. **Umbrellas and Parasols.**—A manufacturers' agent in Port-of-Spain, Trinidad, wishes to hear from Canadian manufacturers of umbrellas and parasols.

85 **Vanadate of Lead.**—Manufacturers' agent in London, Eng., is open to purchase large quantities of vanadate of lead from Canadian producers.

86 **Vehicles.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of vehicles, especially buckboards.

87 **Vehicles.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of vehicles.

88 **Warner Wheels.**—A Lancashire firm asks for prices of Warner wheels with hickory or oak spokes from Canadian manufacturers.

89 **Wood Boxes.**—A South African fruit packer asks for quotations from exporters of wood boxes as per specification: (1) 18 inch by 12 inch by 3½ inch, (2) 18 inch by 12 inch by 3 inch, (3) 10 inch by 11 inch by 20 inch. Of No. 1 about 2,000 will be required, of No. 2, 1,500, and of No. 3, 1,600.

90 **Wire Nails.**—A South African firm of general merchants asks for quotations from exporters of wire nails.

91 **Wire Nails.**—A South African firm of general merchants asks for quotations from exporters of wire nails.

92. **Wire Nails.**—A South African firm of wholesale and retail dealers asks for quotations for wire nails.

93 **Wire Fencing.**—A Newfoundland firm is open to purchase wire fencing.

94 **Woodenware, Wooden Tools, Handles, Etc.**—One of the best known firms of wholesale dealers in wooden goods in London, Eng., is open to purchase quantities of wooden goods of various kinds from Canadian manufacturers, from time to time.

95 **Wrapping Papers.**—The largest purchasers of wrapping papers of various kinds in Newfoundland, would be glad to receive samples and quotations from Canadian manufacturers. Samples of the paper they are using may be seen at this office.

96 **Wooden Trunks.**—Manufacturers' agent in Hamburg, Germany, is anxious to establish connections with Canadian exporters of cheap wooden trunks suitable for native trade in India and Africa.

97 **Asbestos.**—A South African firm of engineers asks for price lists of asbestos. Quotations to be c.i.f., Durban and Delagoa Bay.

98 **All Kinds of Wood Products.**—A well-known firm of wholesale dealers and manufacturers' agents, with a wide experience in the wooden goods market, are open to represent Canadian manufacturers of these products.

99 **Boots.**—A South African firm of boot dealers wish to get in touch with exporters of boots. Price lists, etc., required, and quotations to be c.i.f., Durban.

100 **Butter Boxes.**—A South African dairy company asks for quotations for butter boxes, 12-inch cube inside and thickness of wood, 5-8 inch. Quotations to be c.i.f., Durban.

101 **Boots.**—A South African general dealer asks for particulars of Canadian boots, the f.o.b. price of which would run from $1.50 to $4.50, also state number of pairs in shipping case, and weight and capacity of latter.

102 **Brass Butt Hinges.**—A Canadian firm is in the market for whitened brass butt hinges.

103 **Chairs, Brass Bibs, Cocks, etc., for Water Pipes.**—A well-known firm of manufacturers' agents in Sydney, Australia, are in a position to place orders for the above goods with Canadian houses from time to time, and would welcome correspondence.

104 **Carriages, Buggies and Buckboards.**—A South African firm of carriage builders and dealers asks for catalogues, price lists, etc., from exporters of carriages, buggies, and buckboards. Quotations to be c.i.f., Durban.

105 **Carriages and Buckboards.**—A South African firm of carriage builders asks for catalogues, price lists, etc., from exporters of carriages and buckboards. Quotations to be c.i.f., Durban and Delagoa Bay.

106 **Canoes.**—A South African general agent asks for catalogues, price lists, etc., from exporters of "Peterborough" canoes. Quotations to be c.i.f., Delagoa Bay.

107 **Calcium Carbide.**—A Manchester chemical company, with works at Birmingham, asks for samples of calcium carbide from Canadian exporters of same.

108 **Carriage Building Material.**—A South African firm of carriage builders asks for price lists, etc., of all kinds of carriage building material. Quotations to be c.i.f., East London.

109 **Carriage Building Material.**—A South African firm of carriage builders asks for price lists, etc., of all kinds of carriage building material. Quotations to be c.i.f., East London.

110 **Cereals.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of cereals.

111 **Cream Separators and Churns.**—A South African firm of wholesale general merchants desires to be placed in communication with Canadian manufacturers and exporters of cream separators and churns.

112 **Condensed Milk.**—A South African firm of wholesale general merchants desire to be placed in communication with Canadian manufacturers of condensed milk.

113 **Carriage Building Material.**—A South African firm of carriage builders asks for quotations of carriage building material. Quotations to be c.i.f., East London.

114 **Canoes.**—A South African firm of general merchants asks for price lists, etc., also catalogues, from exporters of canoes. Quotations to be c.i.f., Durban.

115 **Canoes.**—A South African firm of hardware merchants asks for catalogues, price lists, and full particulars, of Canadian canoes. Quotations to be c.i.f., Durban.

116 **Carriages.**—A South African firm of general merchants asks for catalogues of carriages, together with price lists. Quotations to be c.i.f., East London.

117 **Food Products, General Agency.**—A firm of manufacturers' representatives in Buenos Aires, South America, desire to correspond with Canadian manufacturers of food and other products, with a view to representation in the Argentine Republic.

118 **Food Products, Lumber, etc.**—A firm of manufacturers' agents in Lisbon, Portugal, are desirous of establishing connections for supplies in Canada. Would welcome correspondence to this end.

119 **Furniture, Office, Bedroom, etc., Pianos, Organs, Piano Players, Advertising Novelties.**—Wholesale dealer and agent for furniture and similar products in London, England, is open to represent Canadian exporters as sole agent, or can place orders for quantities of furniture from time to time. First class references.

120 **Furniture.**—A South African firm of furniture dealers asks for catalogues, price lists, etc., from exporters of house, office and school furniture. Quotations to be c.i.f., Durban.

121 **Furniture.**—A South African firm of general merchants asks for quotations for furniture. Quotations to be c.i.f., East London.

122 **Flour.**—A Manchester firm, with a branch in Egypt, having an extensive connection with wholesale merchants for the sale of low-grade flours in the Egyptian market, is anxious to get in touch with millers who are in a position to supply this market.

123 **Furniture.**—A South African firm of furniture dealers wish to have price lists, catalogues, etc., from exporters of house, school and office furniture. Quotations to be c.i.f., Durban.

124 **Flour.**—A South African firm of wholesale general merchants desires to be placed in touch with Canadian manufacturers and exporters of flour.

125 **General Manufacturers' Agent.**—A gentleman with considerable experience in the South American markets as the representative of first-class Canadian and American firms, is in Canada, with a view to establishing further connection. He covers all the big markets of South America, and can give excellent references. Is particularly interested in machinery, pulp and paper, and wood products.

126 **Hardware and Kindred Lines.**—One of the best known manufacturers' agencies in London, England, is open to represent a few additional Canadian firms making the above lines. This agency has been established some years, and has a first-class connection. They can give good Canadian references.

127 **Harvest Tools.**—A well-known manufacturers' agency in London, Eng., desires to secure the representation of a first-class Canadian firm of harvest tool manufacturers.

128 **Hardware and General Merchants' Supplies.**—An old established firm of merchants in Trinidad, West Indies, desire quotations, price lists, etc., from Canadian manufacturers. This should prove a good account.

129 **Household Ware.**—A South African firm of dealers asks for price lists, catalogues, etc., of all kinds of household ware, such as washing machines, washboards, etc. Quotations to be c.i.f., Durban.

130 **Ironmongery.**—A South African firm of wholesale merchants desires to be placed in communication with Canadian manufacturers and exporters of general hardware, including household ironmongery.

131 **Iron Piping.**—A South African firm of engineers, etc., asks for quotations, etc., for iron piping. Quotations to be c.i.f., Durban and Delagoa Bay.

132 **Leather.**—A South African firm of saddlers, harness and bag makers, ask for catalogues, price lists, etc., from tanners or curriers. Quotations to be c.i.f., Durban.

133 **Leather.**—A large South African firm of leather dealers asks for quotations for all kinds of leather. Quotations to be c.i.f., Durban.

134 **Leather.**—A South African firm of carriage builders asks for samples and fullest particulars of leather for harness making, etc. Quotations to be c.i.f., East London.

135 **Leather.**—A South African firm of saddle and harness makers asks for samples and quotations of leather. Quotations to be c.i.f., Durban.

136 **Leather.**—A South African firm of saddle and harness makers asks for samples and price lists of all varieties of leather, viz., harness leather, sides and backs, sole leather, bends and sides, kips, bag hides, cushion hides, dash splits or enamelled leather and basils. Quotations to be c.i.f., Durban and Delagoa Bay.

137 **Mining Material, Machinery, etc., Electric Trucks.**—A manufacturers' representative in Johannesburg, South Africa, is in a position to place orders from time to time for the above mentioned materials. Will work on commission, and will be pleased to correspond with firms, with a view to securing sole agency.

138 **Manufacturers' Representative.**—A well-known manufacturers' agent of New Zealand, who covers all the Southern Pacific countries, is now in Canada, with a view to establishing connections with Canadian firms seeking export business in these markets. He has a proposition to submit for a permanent exhibition. Will be glad to hear from firms desiring an agent, and will endeavor to call on them.

139 **Manufacturers' Agent, Exhibition.**—One of the best known agencies in London, Eng., are considering a proposition for the establishment of a permanent exhibition, where Canadian firms seeking export business in the United Kingdom could show their products. Excellent references.

140 **Material for Carriage Building.**—A South African firm of carriage builders asks for quotations from exporters of material for carriage building. Quotations to be c.i.f., Durban.

141 **Metal Building Material.**—A South African firm of hardware merchants asks for catalogues, price lists, etc., from exporters of metal building material. Quotations to be c.i.f., Durban and Delagoa Bay.

142 **Metal Building Material.**—A South African firm of builders' ironmongers asks for catalogues, price lists, etc., from exporters of metal building material. Quotations to be c.i.f., Durban and Delagoa Bay.

143 **Milliners' Requisites.**—A Barbados milliner wishes to hear from Canadian manufacturers of straw hats, and to receive sample cards of straw braid, and other millinery material.

144 **Metal Building Material.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of metal building material. Quotations to be c.i.f., Durban and Delagoa Bay.

145 **Motor Launches.**—A South African general agent asks for catalogues, price lists, etc., from exporters of motor launches. Quotations to be c.i.f., Delagoa Bay.

146 **Maple Wood.**—A London firm makes enquiry for Canadian shippers of soft white maple wood, of which they wish to procure samples, to judge of its suitability for their purpose.

147 **Mining Tramway Material.**—A South African firm of engineers asks for price lists, etc., of wire rope. Quotations to be c.i.f., Durban and Delagoa Bay.

148 **Mining Machinery.**—A South African firm of engineers asks for catalogues, price lists, etc., of mining machinery. Quotations to be c.i.f., Durban and Delagoa Bay.

149 **Oatmeal.**—A South African firm of wholesale general merchants desires to be placed in touch with Canadian manufacturers and exporters of oatmeal.

150 **Oak Staves.** A Liverpool firm asks for prices of oak staves from Canadian manufacturers.

151 **Organs.**—A South African firm of importers asks for catalogues, price lists, etc., from exporters of organs. Quotations to be c.i.f., Durban, or give shipping weight of each instrument, f.o.b. steamer and ocean rate.

152 **Organs.**—A South African firm of importers asks for catalogues, price lists, etc., from exporters of organs. Quotations to be c.i.f., Durban.

153 **Pumps.**—A South African firm of engineers asks for catalogues, price lists, etc., from exporters of pumps. Quotations to be c.i.f., Durban and Delagoa Bay.

154 **Ploughs.**—A South African firm of general merchants asks for quotations for ploughs. Quotations to be c.i.f., East London.

155 **Rock Elm Planks.**—A well-known firm of timber dealers in London, England, wish to secure supplies of the above planks in Canada.

156 **Stoves.**—A South African firm of general merchants asks for quotations for stoves. Quotations to be c.i.f., East London.

157 **Sanitary Ware.**—A South African firm of general merchants asks for catalogues, price lists, etc., from exporters of sanitary ware. Quotations to be c.i.f., Durban and Delagoa Bay.

158 **Store Ladders.**—A firm of shoe merchants in Cobalt, Ont., are open to purchase store ladders on pulleys, for their own use.

159 **Telephone Poles, Railroad Ties, Cedar Posts, Piles, Preserved Wood Paving Blocks, Cooperage Stock, Box Shooks, etc.**—Manufacturers' representative, with excellent recommendations and wide experience in the South American markets, is now in Canada, with a view to establishing connections with exporters of the above and similar products. He can place large orders from time to time, and is confident that he can secure good business for Canadian exporters.

160 **Twines of All Kinds, Brass Tacks, Nails, etc.**—A firm of general merchants in South India are in the market to purchase supplies of the above products from time to time, and would welcome correspondence.

161 **Table Squares.**—A Manchester firm asks for prices and dimensions of birch table squares from Canadian manufacturers.

162 **Windmills.**—A South African firm of engineers asks for catalogues, price lists, etc., from exporters of windmills. Quotations to be c.i.f., Durban and Delagoa Bay.

163 **Wood Skewers.**—A London firm asks for samples and prices of wood skewers from Canadian manufacturers.

164 **Wooden Buttons.**—A Manchester firm asks for samples and prices of wooden buttons from Canadian manufacturers.

165 **Wagon Material.**—A South African firm of wholesale general merchants desire to be placed in communication with Canadian manufacturers and exporters of wagon material—hubs, spokes, wheel rims and shafts.

166 **Wire Fencing.**—A South African firm of wholesale general merchants desire to be placed in communication with Canadian manufacturers of wire fencing and fencing standards.

167 **Wire Rope.**—A South African firm of engineers asks for price lists, etc., of wire rope. Quotations to be c.i.f., Durban and Delagoa Bay.

168 **White Oak.**—A Sheffield, England, firm of wood-workers desire to secure supplies of this timber in Canada, and would welcome correspondence to this end.

169 **Wooden Novelties.**—A manufacturers' agent in Edinburgh, Scotland, is in a position to handle wooden novelties for Canadian exporters.

170 **Wooden Handles for Axes, Hammers, and Other Tools.**—A firm of wholesale dealers in London, Eng., who represent several manufacturers of the various lines of wooden goods, are open to purchase large supplies of wooden handles from time to time. References.

SPECIAL.

Superintendent for Brick Factory.—A thoroughly qualified, practical brickmaker, who has had considerable experience in New Zealand and Great Britain, is desirous of securing a position as works manager or superintendent of a good brick factory. Can give Canadian references and other testimonials.

Special.—An old established firm of manufacturers' agents at Winnipeg, who cover the Western provinces thoroughly, and have a good connection with the hardware and lumber trade, can handle additional lines to advantage. Have storage accommodation in own track warehouse.

New Companies Incorporated

NOVA SCOTIA.

Automatic Card Display; capital stock, $10,000; head office, Sydney, N. S.; Jas. A Dolan is a director.

Atlantic Milling Co.; capital stock, $50,000; head office, Pictou, N. S.; Ashton Munro, Pictou, is a director.

The Rudolph Company; capital stock, $10,000; head office, Halifax, N. S.; S. A. Doane, Halifax, is a director.

Birchdale, Limited; capital stock, $100,000; head office, Halifax, N. S.; John W. Regan, is a director.

The King Edward Exploration, Smelting, Refining and Milling Co., of Cape Breton; capital stock, $500,000; head office, North Sydney; Henry Epps, North Sydney, is a director.

Maritime Oil & Gas Co., Limited, Halifax, Halifax Co., N.S.; regr., 4,600, June 28, 1909; incorporated under Nova Scotia Company's Act with an authorized capital of $5,000,000, divided into 5,000,000 shares of $1.00 each; incorporators were Frank H. Stover, Oil City, Penn.; Wm. Harrington, Lake Ainslie, C.B., and Alex. G. Baillie, Port Hastings, C.B.

The M. A. Green Co., Ltd., New Glasgow, Pictou Co., N.S.; regr., 4,600, June 24, 1909; incorporated under Nova Scotia Company's Act with an authorized capital of $10,000, divided into 10,000 shares of $100 each. Incorporators were Mary A. Green, Allan P. Douglas and Laura A. Douglas, all of New Glasgow.

The Farmers Telephone Co. has increased its capital from $5,000 to $50,000.

Roger Hunter, Limited; capital stock, $15,000; head office, St. John; printers; P. R. Hunter, is a director.

A. E. Wry, Limited; capital stock $49,000; head office, Sackville; A. E. Wry, is a director. The company will manufacture shoes.

ONTARIO.

Sparks Brothers; capital, $40,000; head office, Ottawa.

The Canadian Graving Dock & Shipbuilding Co.; capital, $2,000,000; head office, Montreal. M. J. O'Brien, Renfrew, Ont., is a director.

The Laurentian Chemical Co.; capital, $590,000; head office, Montreal. A. D. Gall, Westmount, Quebec, is a director.

The Stepney Motor Wheel of Canada; capital, $475,000; head office, Toronto. Gordon L. Smith is solicitor.

Rhodes Curry Co.; capital, $3,000,000; head office, Amherst, N. S. This company will take over the business of Rhodes, Curry & Co., Ltd.

The Standard Elevator Co.; capital, $250,000; head office, Winnipeg. W. K. Chandler is solicitor.

Randall, Gee & Mitchell; capital, $25,000; head office, Winnipeg. This company will carry on an elevator and warehouse business. F. W. Piche is a director.

H. Walters & Sons; capital, $350,000; head office, Hull, Que. This company wil manufacture axes and other lumbermen's tools. James G. Walters, Ottawa, is a director.

The British America Mills & Timber Co.; capital, $25,000; head office, Winnipeg. M. G. Curran is a director.

The St. Regis Hotel Co.; capital, $100,000; head office, Montreal. G. H. Montgomery, Montreal, is solicitor.

The St. Lawrence Tobacco & Cigar Co.; capital, $100,000; head office, St. Laurent, Que. J. R. Claude, Montreal, is a director.

The British American Bank Note Co.; capital, $500,000; head office, Ottawa. J. H. Burland, Montreal, is a director.

E. A. Schmidt & Co.; capital, $20,000; head office, Montreal. The company will manufacture cereals. E. A. Schmidt, Montreal, is a director.

The capital of Lever Bros., Ltd., has been raised from $1,500,000 to $2,000,000.

The United Fuel Supply Co.; capital, $500,000; head office, Sarnia, Ont. S. L. McKay, Kingsville, Ont., is a director. The company will operate petroleum wells.

The Tungstolier Co. of Canada; capital, $40,000; head office, Toronto. The company wil manufacture and deal in electrical supplies. Edwin Irving, Toronto, is a director.

The Dental Manufacturing Co.; capital, $40,000; head office, Toronto. William Major is a director.

QUEBEC.

Cie. Aqueduc d'Acton Vale. Acton Vale, Que., $20,000. To construct and maintain water works and furnish motive power for manufacturing purposes. A. Vincent, contractor.

Scott Furnishing Co. St. Maxime de Scott, Que. $19,900. Furniture manufacturers. Pierre Gosselin, Louis Gosselin.

Les Patrons Boulangers de Quebec. Ltee. Quebec. $1,000. To promote the business and trade of bakers, to protect them and to unite them to obtain this common object. Damase Welch, E. Demeule, L. O. Simard, Elzear Lafrance.

La Cit. de Publication Le Spectateur. Hull, Que. $5,000. Publishers. Ernest E. Cinq Mars.

Cie de Telephone de Nicolet. Annaville, Que. $20,000. Telephone system in counties of Nicolet, Arthabaska, Yamaska, Drummond, Megantic, and Lotbiniere. G. Fournier, Chas. Milot.

Name of J. R. Roy & Cie. changed to Dominion Loose Leaf Co., Ltd.

Standard Hotel Co. Howick, Que. $20,000. Temperance hotels, restaurants, liveries, cartage, cold storage, general dealers, electric producers. Jas. McKell, John Brown, Egbert Mahon.

Theatre de la Comedie Francaise de Montreal. Montreal. $100,000. Theatre business. J. R. Genin, J. L. Perron, J. A. Trudeau.

Does a saving of from 25 to 50 per cent. of your power cost interest you?

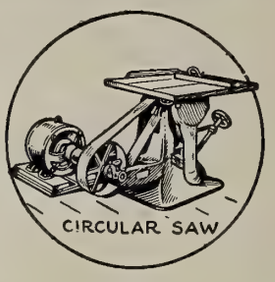
Mr. Manufacturer:—

You know your one best step towards greater profits is reduction in cost of production.

You also know that one of the big items of cost is power—perhaps the biggest.

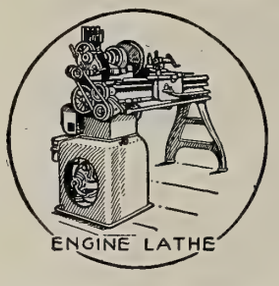
Now wouldn't it interest you—wouldn't it mean money in your pocket—if you could save from a quarter to one half of what your power is costing you to-day?

Now it is just that saving that we wish to tell you of. Even though your plant is equipped much above the average, it is to your interest to know about this still better system.



We want to give you all the facts about Western Electric Induction Motors and prove to you conclusively what saving in dollars and cents and what increase in efficiency that system of power will effect in your plant.

Look your plant over and figure out how many tons of metal you keep rotating over the heads of your workmen and how many square feet of belting you keep travelling at express train speed.



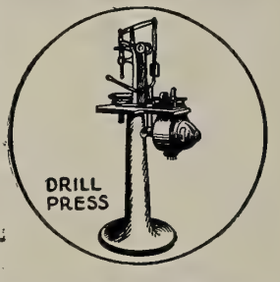
It takes power to keep that mass of non-productive machinery moving. Power that costs you money and adds nothing to the production of your plant.

Twenty-five to fifty per cent. of power developed by your engine is lost by the line shaft and belt transmission system. This fact has been repeatedly proven by actual tests.

You can save this loss—add it to your profits by installing Western Electric Induction Motors.

They can be mounted on the floor, wall or ceiling, as required, or on the machines which they are to operate, thus eliminating all belts and hangers.

Western Electric Induction Motors are the simplest of all electrical machines. In operation they are as simple as a shaft rotating in its bearings and require no attention beyond that given to bearings.



The individual motor-driven machines form compact units in themselves, thus allowing the workmen to get around them better and do better work. Besides this you pay only for the power used in actual production—only the machines which are actually employed in turning out your product need be kept running.

Western Electric Induction Motors are the result of 30 years of untiring efforts at improvement. That the Western Electric Company have produced $230,000,000 worth of electrical apparatus during the last five years, is a significant fact that speaks volumes for the efficiency of their apparatus.



These are but a few of the facts about Western Electric Induction Motors. If you are interested in increasing the efficiency of your plant—if you are interested in cutting down the cost of your power—write to-day for Bulletin No. 207.

We would be glad to have our engineers look over your plant and prove to you by actual figures what a saving you can effect by installing Western Electric Motors. This service is absolutely free and puts you under no obligation to us.

Write to-day for Bulletin No. 207 and full particulars.

THE NORTHERN ELECTRIC AND MANUFACTURING CO. LIMITED

Manufacturers and suppliers of all apparatus and equipment used in the construction, operation and maintenance of Telephone and Power Plants.

MONTREAL Cor. Notre Dame and Guy Sts.

REGINA

TORONTO 60 Front St. W.

WINNIPEG 599 Henry Ave.

VANCOUVER 424 Seymour St.

For Factory Construction

There is no other material quite so satisfactory —CHEAP, WARM, FIREPROOF, DURABLE, as

"Acorn Quality" Corrugated Sheets

Don't tie up unnecessary capital in expensive buildings. Write us and we'll tell you how to build at small cost, thus leaving the bulk of your capital to develop your business.

Our Catalogue is Free for the Asking

The
Metal Shingle & Siding Co.
PRESTON, ONT. Limited
Montreal Toronto

MANUFACTURERS



When remodelling or building, write us for estimates on our

Metallic Ceilings and Walls

They can be laid over any style of old ceiling or wall—no tearing down of plaster—and are absolutely fireproof—a lowering of your insurance rate. Metallic Ceilings prevent the dust and bits of plaster falling on the merchandise and damaging it; and are very artistic—many varied designs suitable for warehouse and office to select from.

Our Metallic Goods will assist you in making your building fireproof.

We manufacture Steel Shingles, Fireproof Windows and Doors, Skylights, Rock-Faced Siding, Steel Cornices, Eavestrough, etc.



"Look around you. You will see lots of warehouses with Metallic Ceilings. Ask the owners about them."
—The Philosopher of Metal Town.

MANUFACTURERS 1803

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

WOOD GRAINING MACHINE

WRITE FOR PARTICULARS



Strathroy Machine Company

Sole Manufacturers for Canada

STRATHROY, ONT.

POWER EQUIPMENT

Our Engines, Boilers, Heaters, Pumps, etc., are to be found in Canada's Most Prominent Power Houses.

THEY GIVE PERFECT SATISFACTION

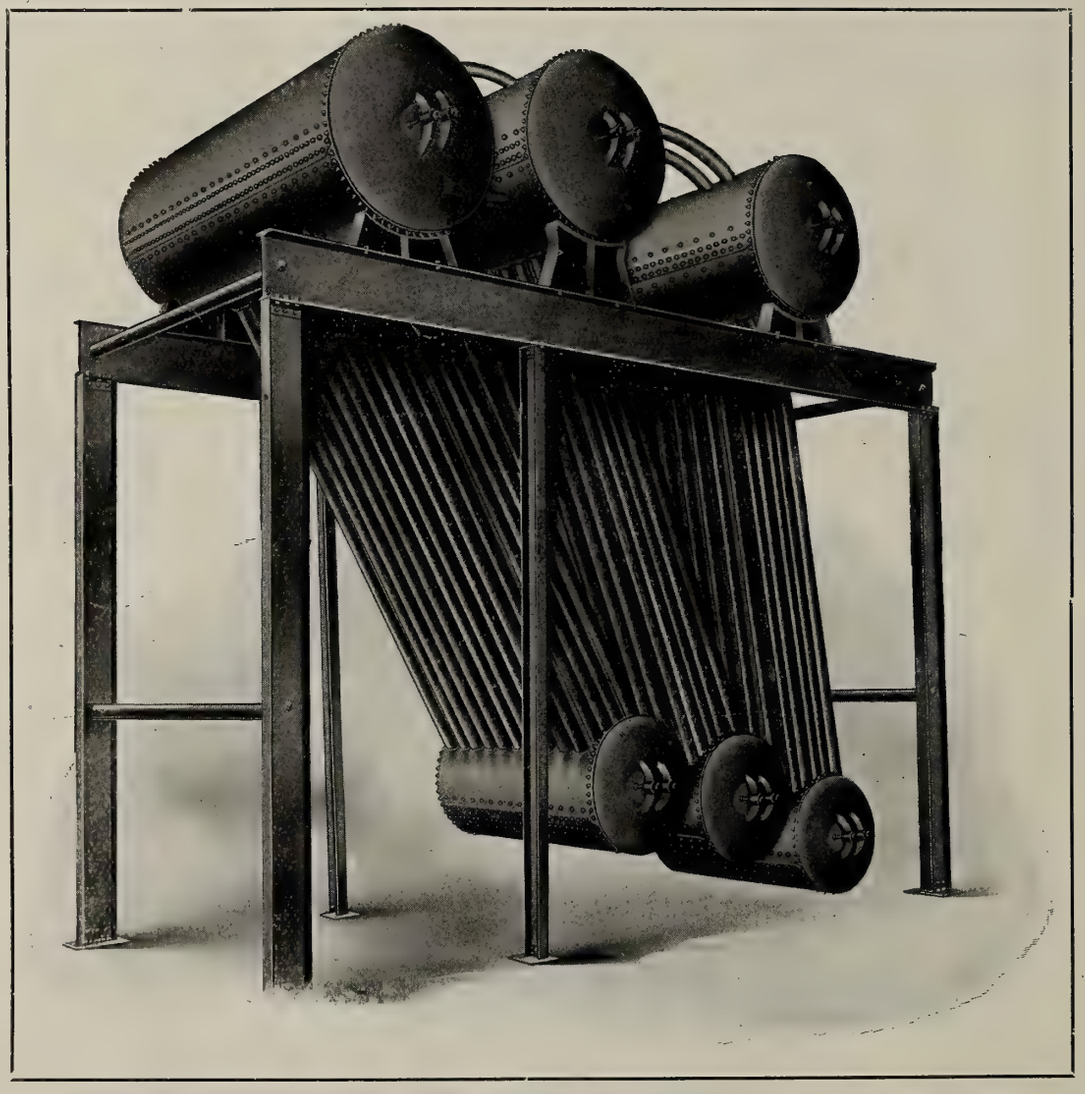


Illustration Shows Our New WATER TUBE BOILER
Side View, Not Bricked In.

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The Goldie & McCulloch Co., Limited

Galt, Ontario, Canada

WESTERN BRANCH
248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS
Ross & Greig, Montreal, Que.

BRITISH COLUMBIA AGENTS
Robt. Hamilton & Co.: Vancouver, B.C.

WE MAKE Wheelock Engines, Corliss Engines, Ideal Engines, Piston Valve Saw Mill Engines, Boilers, Heaters, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery, Wood-Working Machinery, Transmission and Elevating Machinery, Safes, Vaults and Vault Doors.

ASK FOR CATALOGUES, PRICES AND ALL INFORMATION

Canada Dredging Co., Ltd.; capital, $2,000,000. To carry on a general mining business.

Cariboo Navigation and Development Co., Ltd.; capital, $500,000. To carry on a general steamboat transportation business.

Delta Shingle Co., Ltd.; capital, $10,000. To carry on a general lumbering business.

Fernbridge Lumber Co., Ltd., capital, $50,000. To carry on a general lumbering business.

Kaladen Irrigation and Power Co., Ltd.; capital, $160,000. General irrigation business.

Penticton Water Supply Co., Ltd.; capital, $100,000. General irrigation business.

The Taylor Lumber Co., Ltd.; capital, $50,000. To carry on a general lumbering business.

The British Columbia Fish Co., Ltd.; capital, $50,000. General fish and game business.

D. B. Stevens Timber Co., Ltd.; capital, $100,000. General lumbering business.

Hampton Bros., Ltd.; capital, $100,000. To carry on business as bakers, confectioners and grocers.

The Skeena River Transportation Co., Ltd.; capital, $25,000. To carry on a general wharfage and transportation business.

Alberta Portland Cement Company Limited

CALGARY, CANADA.

Manufacturers of the famous

"Buffalo Brand Cement"

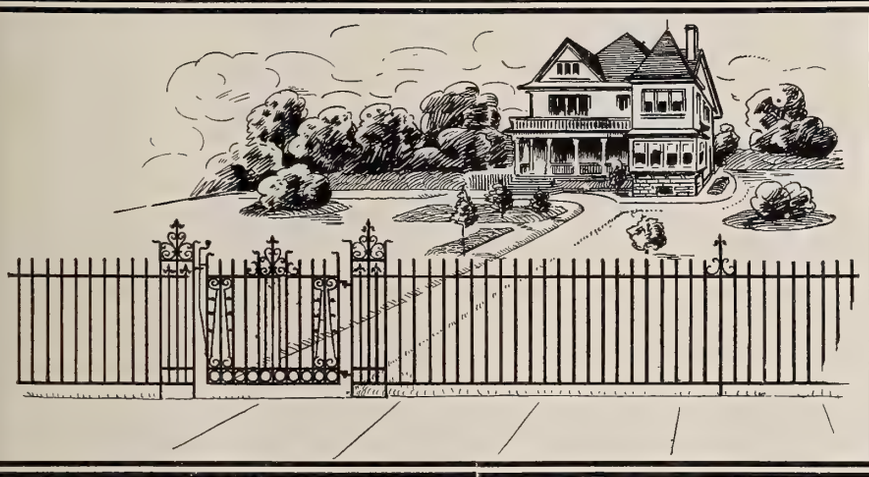
Unequalled in fineness and quality. Fully Guaranteed.

Present Capacity 500,000 Barrels Annually

also

The Largest Manufacturers of Pressed Brick in the Western Provinces, Quality unexcelled.

Write for prices



Canadian Ornamental Iron Co.

OFFICE: 243 CONFEDERATION CHAMBERS

MANUFACTURERS OF ORNAMENTAL IRON WORK.
OUR SPECIALTY "**LEA'S MODERN METHOD STAIR,**" lightest, strongest, neatest Stair on earth, being used now in most modern buildings under construction in Toronto.
GET OUR DETAILS AND PRICES FOR ANY SIZE BUILDING.
WORKERS OF ART METAL.

JOSEPH LEA - - Manager

LEHIGH PORTLAND CEMENT COMPANY LTD. LEHIGH PORTLAND CEMENT WORKS BELLEVILLE ONT. BELLEVILLE, ONT.

"LEHIGH" PORTLAND CEMENT

THE STANDARD BRAND OF CANADA

Specify none other for Sidewalks and high grade engineering work.

Shipments either Water or Rail.

LEHIGH PORTLAND CEMENT CO., Limited

Continental Life Building - - TORONTO, ONT.

Victoria Contracting Co., Ltd.; capital, $100,000. General contracting business.

International Lumber Company, Limited; $150,000. To carry on the general lumbering business of T. E. and W. O'Neill and W. H. Tackett near Cowichan.

International Railway and Development Company, Ltd.; $1,000,000. To carry on a general merchandise and passenger transportation, wharfage, etc., business.

Northland Timber Company, Limited; $100,000. To carry on a general lumbering business.

Washington and Vancouver Island Development Company, Limited; $500,000. To take over the timber limits and general lumbering business of E. J. Lane and S. C. Jackson, adjacent to Kyoquot Sound.

Westminster Mill Company, Limited; $30,000. To carry on a general lumbering business.

The Copeland Mining and Development Company, Limited; $250,000. To carry on a general mining business.

Cranbrook Brick Company, Limited; $50,000. Brick and clay manufacturing, lumbering, mining, and the carrying on of a general wholesale business.

The Gillis Supply Company, Limited; $50,000. To carry on a general mercantile business in all its branches.

Otter Shingle Company, Limited; $50,000. To carry on a general logging and milling business.

The Prince Rupert Theatre Company, Limited; $10,000. To carry on the business of theatre, ballroom, restaurant and general hotel keepers, in Prince Rupert and throughout British Columbia.

Dominion Warehouse and Cartage Company, Limited; $50,000. To carry on a general warehouse, cartage and delivery business.

Forty-Mile Copper Dam Mining Company (Gilman's Patent), Limited; $250,000. To carry on a general mining business.

Nanaimo Packing Company, Limited; $10,000. General fish packing, curing and canning business.

Fletcher Bros., Limited; $100,000. To carry on business as dealers in musical instruments of all kinds.

MANITOBA.

Hardware Specialties, Ltd.; capital, $40,000; head office, Winnipeg. John Douglas, manufacturer, is a director.

Clanwilliam Farmers' Elevator Co.; capital, $10,000; head office, Clanwilliam. W. T. Bielby, Minto, Man., is a director.

Excelsior Lumber & Development Co.; capital, $100,000; head office, Ottawa. J. J. Collins, Ottawa, is a director.

Canadian Cement Casket Co.; capital, $99,000; head office Prescott, Ont. H. E. Whitney, Maynard, Ont., is a director.

Campagnie d'Art et d'Industries; capital, $45,000; head office, Montreal. Alexander Clave, Montreal, is a director.

AMONG THE INDUSTRIES

ONTARIO.

A new fire station will be built at Fernie, B. C.

The Bank of Toronto will build a branch at Kingston.

A new fire station will be built and equipped in Ottawa.

The warehouse of Winn and Co., Wilton, was destroyed by fire recently.

The T. & N. O. Railway Commission will build a new station at Cobalt, Ont.

Peterborough will build a reinforced concrete bridge at a cost of $32,500.

D. P. Alguire's cheese factory at Westport was destroyed by fire recently.

The Lake of the Woods Milling Co. are building an office building at Keewatin, Ont.

A free site has been granted the Stanworth-Martin Co., stone-cutters, by Port Arthur.

Parry Sound will loan the Algoma Chemical Co. $30,000, to aid them in erecting a wood alcohol plant.

Lindsay & Starr, of Toronto, will, it is reported, build a $45,000 wagon and sleigh factory in Port Arthur.

A Presbyterian church will be erected on Queen Street and Bellwoods Avenue, Toronto, at a cost of $85,000.

The Deloro Mining and Reduction Co., Deloro, Ont., suffered a loss by fire in two of their departments recently.

The contract has been let for the erection of a Collegiate Institution at Port Arthur, at a cost of $89,956. George Otto has the contract.

A basket-making company will establish a factory in St. Catherines, Ont. Mr. McCleary, of St. Catherines, is carrying on negotiations. It is said that a five-acre site has been secured.

A proposition is under consideration for the building of a dry dock at Owen Sound. A committee of the Council has been appointed to confer with Mr. W. P. Telford, who has the project in charge.

THE WEST.

A public school building will be erected in Winnipeg at a cost of $77,000. J. B. Mitchell, architect, is in charge.

A wing will be added to the Court House in Winnipeg.

The contract for the new high school at Edmonton has been let at $105,101.

The G. T. P. will build a high level bridge at [illegible], Alta.

A Masonic Temple will be erected at Edmonton at a cost of $125,000. Plans are now being drawn.

Established in 1836. Incorporated by Royal Charter in 1840.

The Bank of British North America

Paid-up Capital, $4,866,666.66
Reserve Fund, $2,336,000

Head Office: 5 Gracechurch St., London, E.C.
W. S. Goldby, Manager. A. G. Wallis, Secretary

Court of Directors

J. H. Brodie, Esq. — John James Cater, Esq.
J. H. Mayne Campbell, Esq. — Richard H. Glyn, Esq.
E. A. Hoare, Esq. — H. J. B. Kendall, Esq.
Frederic Lubbock, Esq. — C. W. Tomkinson, Esq.
Geo. D. Whatman, Esq.

Head Office in Canada: St. James St., Montreal.

H. Stikeman, General Manager.

James Elmsly, Superintendent of Branches.
H. B. Mackenzie, Superintendent of Central Branches, Winnipeg.
James Anderson, Inspector.
O. R. Rowley, Inspector of Branch Returns.
A. G. Fry, Assistant Inspector W. G. H. Belt, Assistant Inspector.

THE BANK HAS 55 BRANCHES DISTRIBUTED THROUGHOUT NOVA SCOTIA, NEW BRUNSWICK, ONTARIO, QUEBEC, MANITOBA, SASKATCHEWAN, ALBERTA, BRITISH COLUMBIA AND THE YUKON.

AGENCIES IN THE UNITED STATES

NEW YORK, 52 Wall Street—H. M. J. McMichael and W. T. Oliver, Agents.
SAN FRANCISCO, 120 Sansome Street—J. C. Welsh and A. S. Ireland, Agents.
CHICAGO, Merchant's Loan and Trust Co.
London Bankers—The Bank of England. Messrs. Glyn & Co.

Special Care Given to Savings Accounts.

Issues Circular Letters of Credit for Travellers, available in all parts of the world. Drafts on South Africa and West Indies may be obtained at the Bank's Branches. Agents in Canada for Colonial Bank, London and West Indies.

We Make Prompt Collections

Our extensive branch and agency system covers the Dominion of Canada and enables us to offer to the wholesale dealer, economy and promptness in the collection of drafts and notes.

Ask our managers for rates and information regarding our collection service.

87 BRANCHES **250 AGENTS**

The
Traders Bank of Canada



"GLOBE"
TIME RECORDERS

Automatic Time Recorders, giving Daily Time Slips or Weekly Pay Roll Sheets. All short time and overtime marked in red.

The best Card Clocks on the market at low prices. Also Card Clocks which Automatically Compute the time for Job Work, Costing Systems, etc.

Write for Catalogue and Prices.

W. A. WOOD
MANUFACTURER
19 BLEURY STREET, MONTREAL

The contract has been let for a floating steel dry dock for Port Arthur. The cost will be $55,000.

Jos. Jackson and W. F. Cameron of Cranbrook will erect a hotel at Lethbridge, Olta.

A group of capitalists are figuring on the erection of a $125,000 brewery in Vancouver.

The Canadian Bank of Commerce will erect a $12,000 branch building at Lloydminster, Sask.

A union depot to accommodate the C. P. R., the G. T. P. and the C. N. R. will be built at Regina.

The Government of British Columbia will build an addition to the Parliament Buildings at Victoria, B. C.

T. F. Lyons & Sons, Whitewood, Man., will erect a hotel at Broadview, Man., plans for which have been drawn.

A new telephone exchange building will be erected in Winnipeg. S. Hooper, architect, has the plans in preparation.

It is announced that Prince Albert, Sask., is negotiating with companies for the establishment of chemical, oatmeal and match factories in that place.

QUEBEC.

The town of Coaticook, Que., will build a steel bridge over the Coaticook River.

O. Lefebre, Montreal, will build a factory in that city.

The Morris theatrical interests will probably build a new theatre in Montreal.

An addition to the municipal buildings will be made in Montreal, at a cost of $300,000.

The Champeaux Lumber Mills, opposite Campbellton, N. B., were recently completely destroyed by fire.

The United Soap Co. is negotiating with the town of Hull with a view to the establishment of a plant there.

English capitalists are interested in a plan for the construction of a two million dollar floating dock at Montreal.

A technical school will be built at Quebec, P. Q., at a cost of $250,000. R. Lemay, Quebec. is the architect in charge.

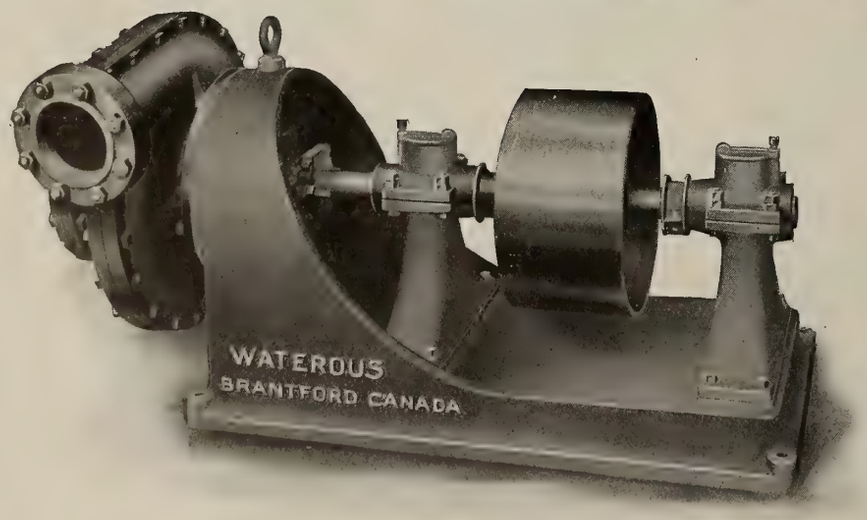
The C. P. R. will spend $130,000 during the next year in Sherbrooke, Que. New buildings will consist of a station, freight shed and roundhouse.

A 30-acre site has been purchased in St. Perpetue, Que., by the National Transcontinental Railway Commission, for the erection of shops and for yards.

It is reported that the Standard Sanitary Manufacturing Co. of Pittsburg have definitely decided to establish a Canadian branch and will erect a factory either in Toronto or Montreal.

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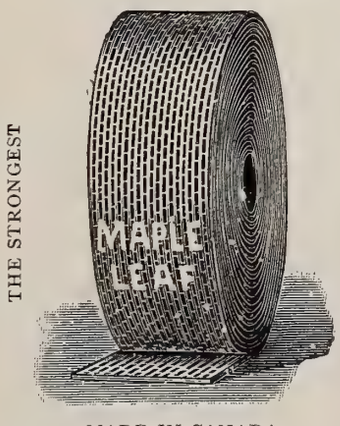
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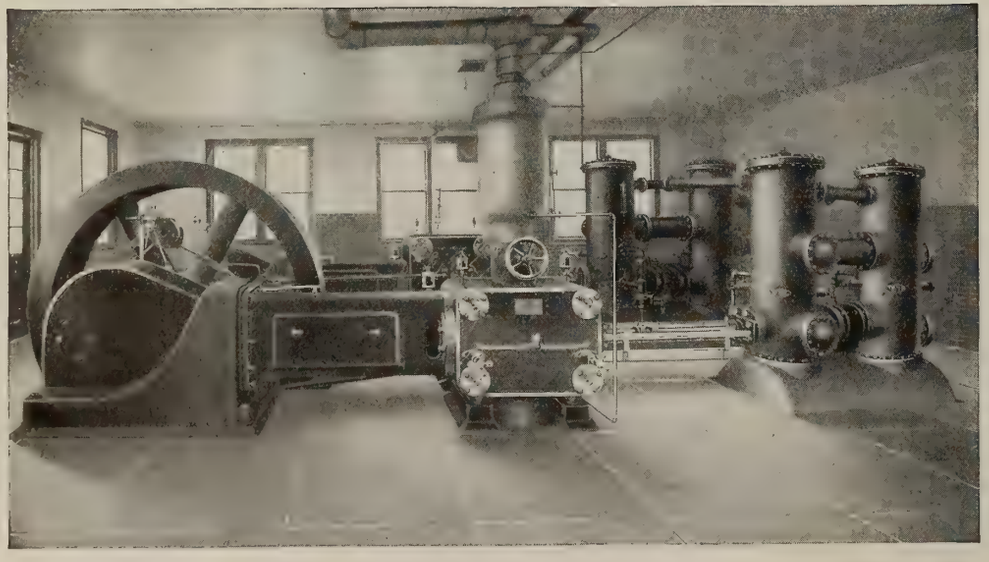
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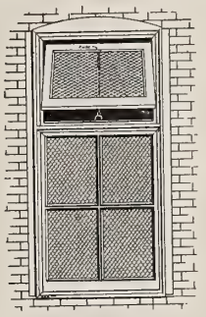
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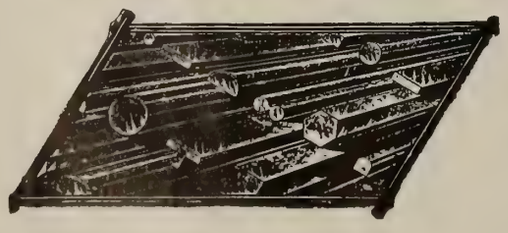
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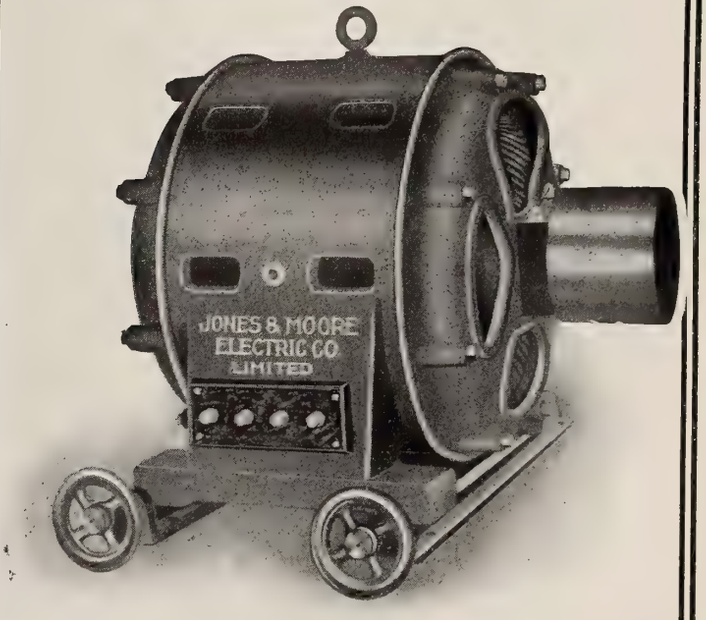
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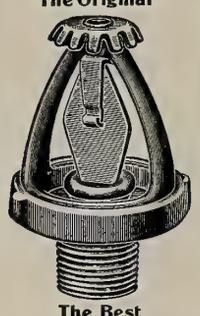
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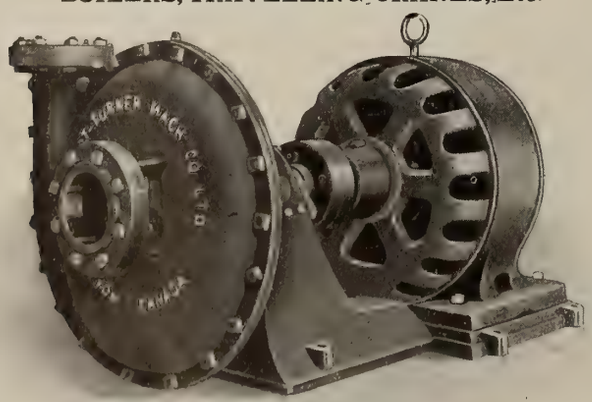
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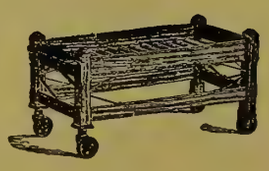
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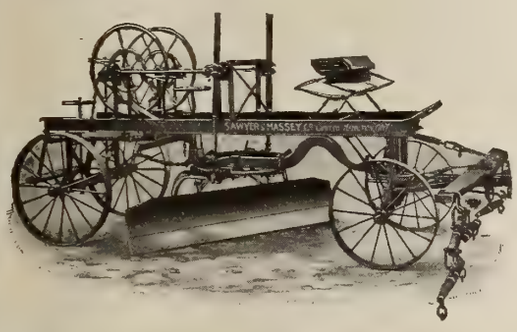
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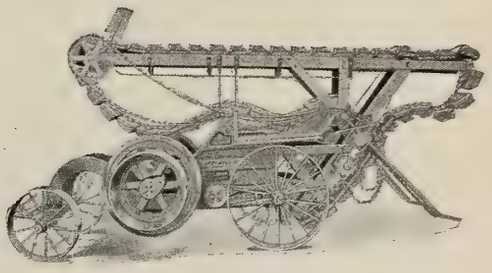


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and
Road Making
Machinery





Founded 1836

Sawyer & Massey Co., Limited

HAMILTON, CANADA

Hamilton Bridge Works COMPANY LIMITED

Hamilton, Canada

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES

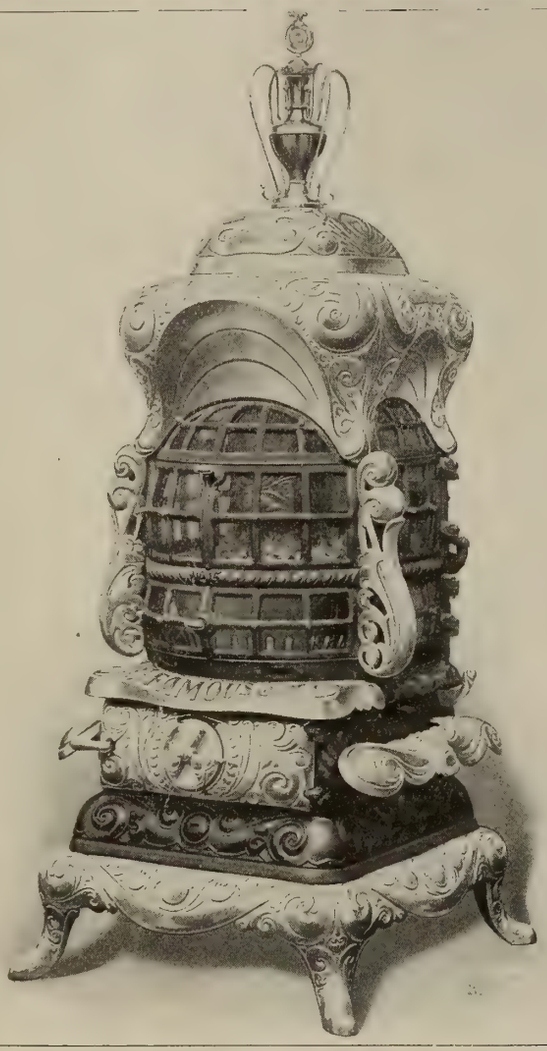
For Steam Railways
Electric Railways
Highways, Etc., Etc.

For Factories, Offices, Warehouses, Power Stations, Mill Buildings or any other purposes . . . . .

AND BUILDINGS



New Transportation Building, Canadian National Exhibition.



Have You Heard of the "THREE-FLUE FAMOUS"?

¶ Here is a stove that has fifty per cent. more radiating surface than any Base Burner on the market.

¶ It has three exposed flue columns at the back that can't help but radiate more heat than the common concealed flues.

¶ The nickel is all removable—no bolts or nuts to loosen.

¶ The base is broad, the dome expansive, a guarantee of great heating powers.

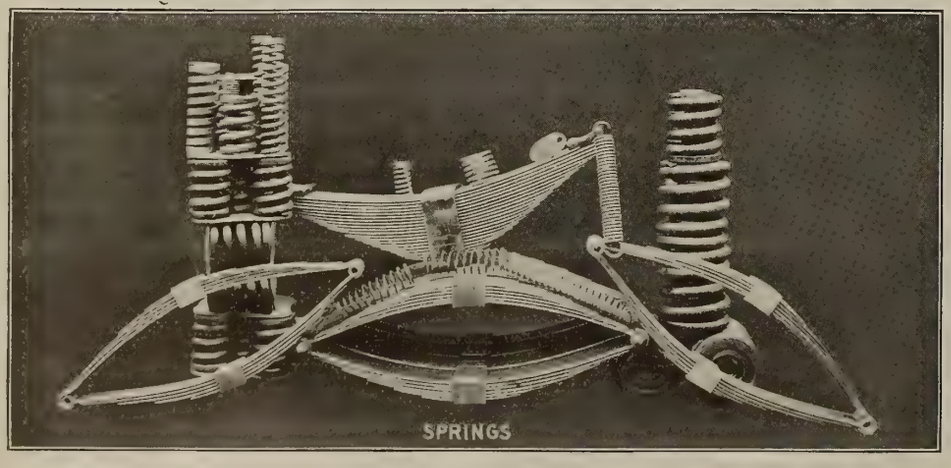
DO YOU WANT A BOOKLET?

McClary's

London, Toronto Montreal, Winnipeg Vancouver, St. John, N.B. Hamilton, Calgary

MONTREAL STEEL WORKS,

MONTREAL *LIMITED*



MANUFACTURERS OF

Steel Castings (Acid Open Hearth System)

Switches and Track Work For Steam and Electric Roads

Springs of All Kinds

Manganese Steel Castings For Wearing Parts, Insuring Great Hardness and Durability

Interlocking Plants **Trucks for Electric Cars**

Agents for Canada for THOS. FIRTH & SONS, Limited, Sheffield, England, "Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, Etc.
A Large Stock Carried in Our Warehouse.

Agents for Canada for BARROW HAEMATITE STEEL CO., Barrow-in-Furness, England.
Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.
Catalogues Sent on Application.

NEW YORK OFFICE FLAT IRON BLDG | CHICAGO OFFICE FIRST NATIONAL BANK BLDG. | TORONTO OFFICE TEMPLE BLDG | WINNIPEG OFFICE UNION BANK BLDG. | MONTREAL OFFICE BANK OF OTTAWA BLDG

THE CANADIAN STREET CAR ADVERTISING CO., LIMITED

W. J. CARRIQUE, PRESIDENT.

EXCLUSIVE STREET CAR ADVERTISING CONTROL THROUGHOUT CANADA

Montreal, Canada, Oct. 1st, 1909.

Messrs. Canadian Manufacturers.

Gentlemen:-

Street car advertising stands unrivalled in economy and efficiency.

For the sum of $23.00 per day you can place your advertisement, equal in size to a half page of a newspaper, where 1,212,856 daily street car riders can read it.

Taking five persons to a family, this means that you are talking to 242,571 families every day.

At an average cost of 3½ cents per family for 365 days' advertising, you can be certain that every time any member of any family in any one of 124 cities and towns in Canada enters any street car in that city or town, you have your advertisement conspicuously and constantly before him, her and all of them.

If the man of the family rides in the cars 700 times a year, the wife 200, and the school children from 50 to 400 times a year, you have gained probably a thousand to two thousand presentations of your story, varied as often as you like, to that single family for just 3½ cents, the cost of a single ordinary circular once.

Suppose your profits are 25 per cent., the profit on the first fifteen-cent purchase made by any member of the family pays the entire cost of your twelve months' advertising to that family.

Herein lies the economy of street car advertising.

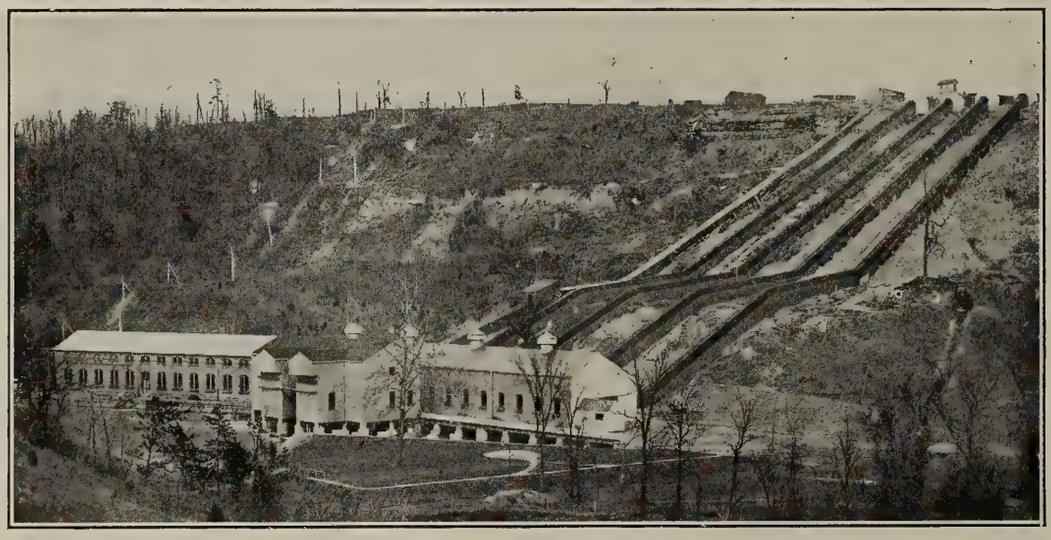
Its efficiency consists in repeatedly telling your story with unmatched persistency.

Street car advertising is the most direct and greatest selling force in America to-day and we can prove it.

Yours truly,

THE CANADIAN STREET CAR
ADVERTISING COMPANY, LIMITED.

HAMILTON, ONTARIO, CANADA



Flumes and Power House at Power Glen De Cew Falls which supplies Hamilton with electric energy produced at lower cost than by any other important power plant in America.

Hamilton is so situated that every power line from Niagara Falls must pass its doors.

Half way between New York and Chicago.

More branches of American manufacturing concerns than in any other city in Canada.

Head of navigation on Lake Ontario.

Natural gas in unlimited quantities.

Transportation facilities by rail and water unsurpassed.

Inter-urban and radial electric lines supplying a population of 275,000.

Surrounded by vineyards, fruit and vegetable gardens.

Ideal home for workingman.

Low taxation.

Educational facilities the best.

ADDRESS ALL ENQUIRIES TO

Publicity Commissioner, Hamilton, Canada

MANUFACTURERS!
CAPITALISTS!

The Great Rail and Lake
Cheap Power City of Western Canada.

FORT WILLIAM, ONTARIO

Offers unlimited possibilities for the successful employment of funds, industrially and otherwise

Fort William offers every economic facility for the advantageous and profitable operation of every kind of INDUSTRY.

Raw Materials—Iron, Copper, Gold, Silver, Timber and Pulpwood in abundance.

Cheap Power—Hydro-Electric Power—35,000 H.P. developed and available 24 hours each day, 365 days each year. 100,000 H.P. in reserve.

Favorable Labor Conditions.

Best Water for domestic purposes on the Continent.

Cheapest Coal of any lake port or place in Western Canada.

Industrial Sites—Splendid Industrial Sites distributed along 26 miles of frontage on the safest harbor in the world, with trackage.

Transportation Facilities positively not equalled in Canada—Great Lakes Carriers and THREE transcontinental Railways—Can. Pac., Can. Nor., and Grand Trunk Pac. with **Cheap Freight Rates** by water and rail.



Portion of harbor at Fort William—the finest harbor in the world. THIS is the place where the THREE Transcontinental Railways exchange the golden grain from Western Canada for manufactured articles, merchandise, raw materials, etc.

Fort William Handles Practically all Traffic—Passenger and Freight —Between Eastern and Western Canada!

TRAVELLERS---See that your Ticket reads---STOP-OVER AT FORT WILLIAM

Full information and illustrated literature promptly by addressing,

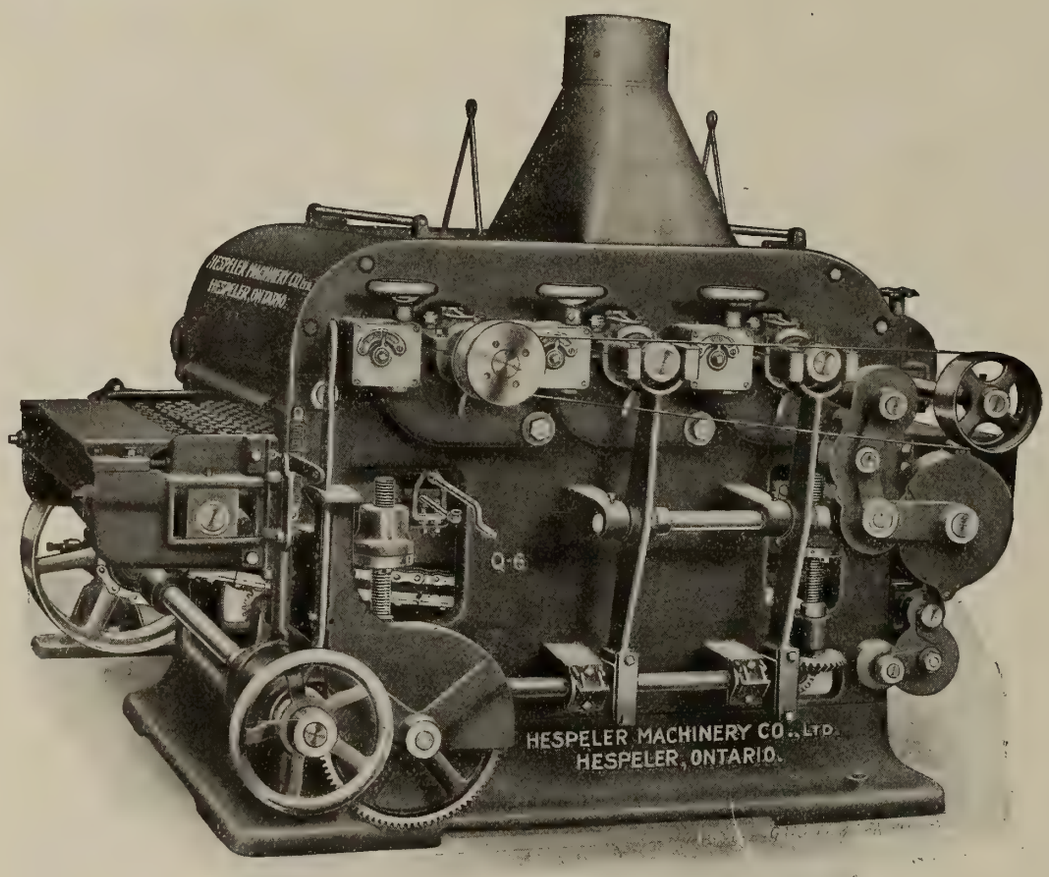
Herbert W. Baker,
Industrial Commissioner
Fort William, Ont.

A Wood Polishing Machine

WITH A RECORD

If you use wood polishing machines you must be interested in this. It is a machine that really polishes.

In competition with the world took the Gold Medal at the World's Fair at St. Louis in 1904.



MADE IN CANADA

We are the Canadian builders of Smith's Revolving Bed Sander.

Let us tell you about them. The Box Frame, the Feed, the Lags, the Sand Drums have all points of superiority over other machines.

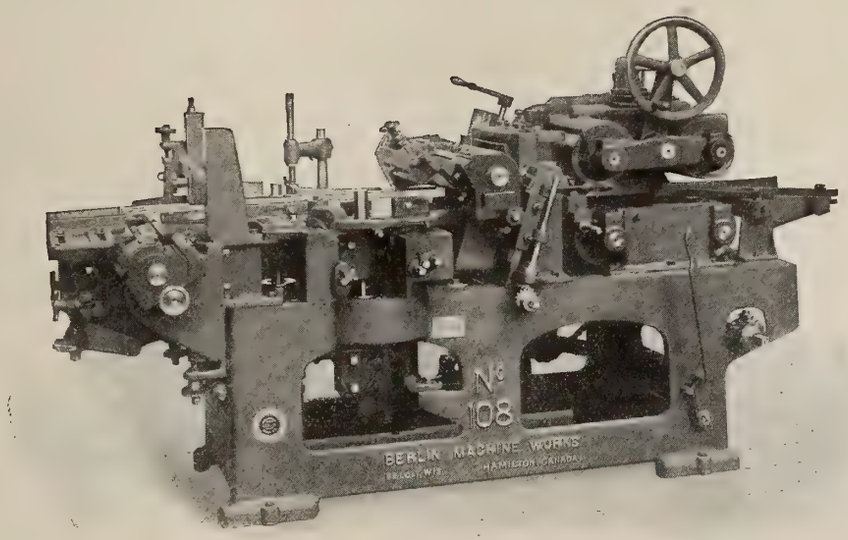
WRITE FOR CATALOGUE

HESPELER MACHINERY COMPANY, LIMITED

HESPELER, ONTARIO

POINTS WHICH DISTINGUISH

The Berlin Original 108 Open Side Moulder



1.—Base is cast in one piece.

2.—Four 8-inch feed rolls each individually driven, and great pressure power is applied to each roll by means of massive compression springs.

3.—The top cylinder has a bearing at both ends and may be equipped with the new hardened-steel, thin knives. The No. 108 is very efficiently used as a light planer and matcher.

4.—The long wooden shoe has a firm bearing on the stock all the way through the machine.

5.—The bottom cylinder is carried in a heavy housing and will take a finishing cut very successfully.

6.—The table after the cut is sectional to accomodate long cutters.

7.—The side head matcher legs are as heavy as those in most planers and matchers.

8.—All adjustments are made from the front side of the machine. The matcher legs are the only parts that work inside of the frame.

¶ You appreciate what the above features signify in a moulder and we ask that you let us "show you" what they signify in the No. 108.

¶ The No. 108 is giving all our customers excellent satisfaction—they all swear by the machine. In the face of these facts, is it not to your interest to investigate the No. 108 when you contemplate installing a Moulder?

¶ We will be pleased to send you a large picture and description of the No. 108.

BERLIN MACHINE WORKS, LTD.,

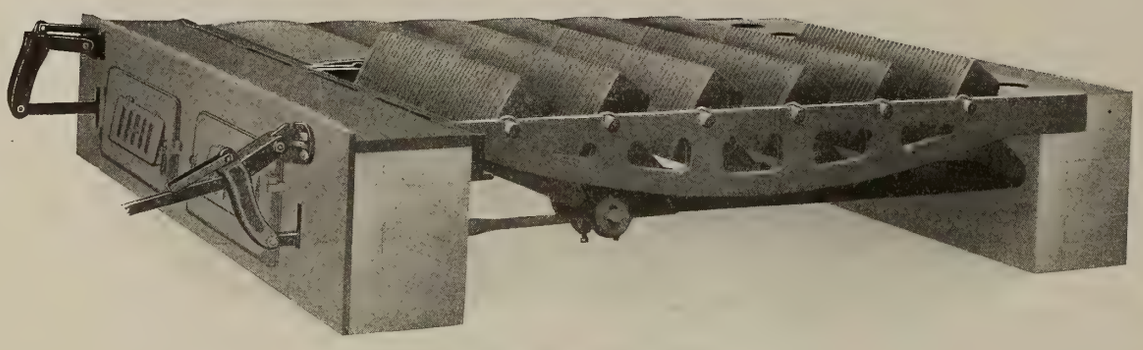
HAMILTON, CAN.

Builders of Berlin

Sanders, Sizers, Matchers, Moulders, Surfacers, Planers,
Jointers, Edgers, Rip-Saws, Re-Saws.

New Model Diamond Shaking and Dumping Grate Bar

A Perfect Shaking and Dumping Grate.



Built on the Most Perfect System by the Best Workmen of the Best Material.

Canadian Patent 118,778

THE DIAMOND GRATE

Has no Equal as to Simplicity and Durability

Toronto, August 5th, 1909.

MESSRS. THE DIAMOND GRATE BAR CO.,
119 St. James Chambers.

The Grate Bars are all you claim for them. The two (2) sets you put in for The Toronto General Hospital are giving perfect satisfaction; they are most economical bar I have had to do with. They simply are perfect. We have no trouble in burning half and half, soft and hard coal screenings, which we could not do before we adopted the Diamond Grate Bar. I can highly recommend the Bar.

With best wishes for your success, I remain yours truly,

G. E. BENNETT,
Engineer, Toronto General Hospital, Toronto.

We Make a Specially Heavy Bar for Steamboats and Malleable Annealing Ovens

BOILER SETTING A SPECIALTY

We Have Always on Hand a Large Stock of Boiler Flues Either Welded or New
Retubing and Patching Boilers at Lowest Rates

A Post Card or Personal Inquiry will Bring a Prompt Reply

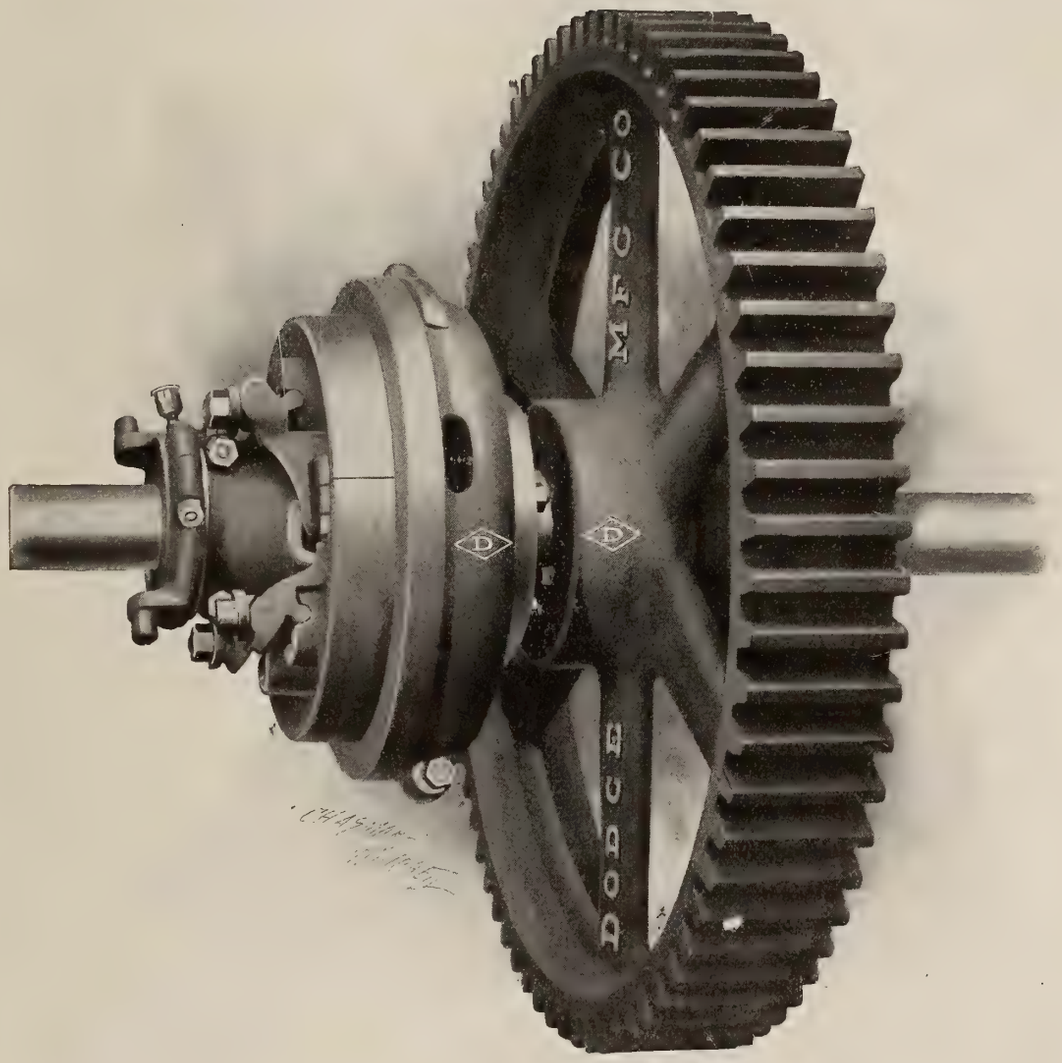
The Diamond Grate Bar Company

Head Office and Factory, Berlin, Ontario

Branch Office, 119 St. James Chambers, Toronto. **Tel. M. 1342**

DODGE FRICTION CLUTCH MECHANISM

FOR ALL PURPOSES



Shafting, Gearing, Pulleys, etc.

Our Foundry and Machine Shop Facilities are unexcelled.

Quotations on Specifications mailed promptly.

DODGE MANUFACTURING CO.

ENGINEERS FOUNDERS MACHINISTS

TORONTO - - MONTREAL

Notice to Manufacturers

The attention of Manufacturers is called to the conditions existing in the Town of Shawinigan Falls, P.Q.

Shawinigan Falls is in the centre of the Three Rivers District, long known as furnishing large numbers of hands to the textile plants in New England and the Province of Quebec.

In the town itself are located the following works: The Northern Aluminum Company, The Belgo-Canadian Pulp and Paper Company, The Shawinigan Carbide Company and several smaller industries, furnishing employment to five hundred men.

Only eight miles away is the town of Grand 'Mere, where the Laurentide Paper Company gives employment to eight hundred men. This town has easy communication by railway with Shawinigan Falls.

In this entire district there is no factory or plant giving employment to women and girls. There are therefore a large number of female hands available for textile or similar industries.

To this class of manufacturing establishments we are prepared to offer inducements which cannot be equalled at any other point in Canada.

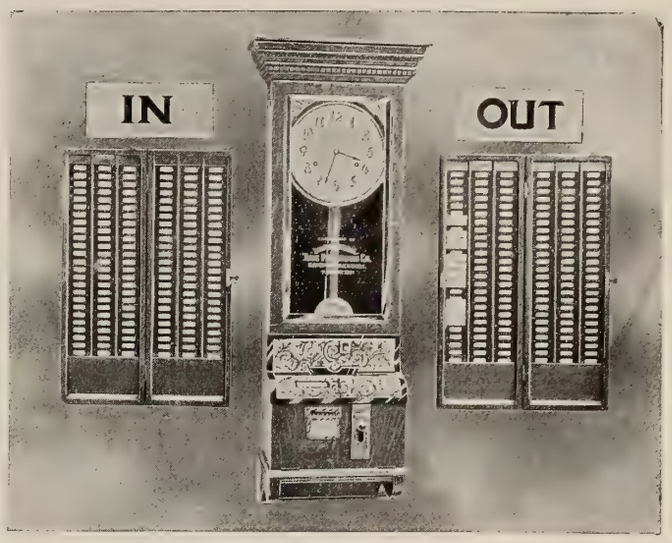
Address,

The Shawinigan Water and Power Co.,

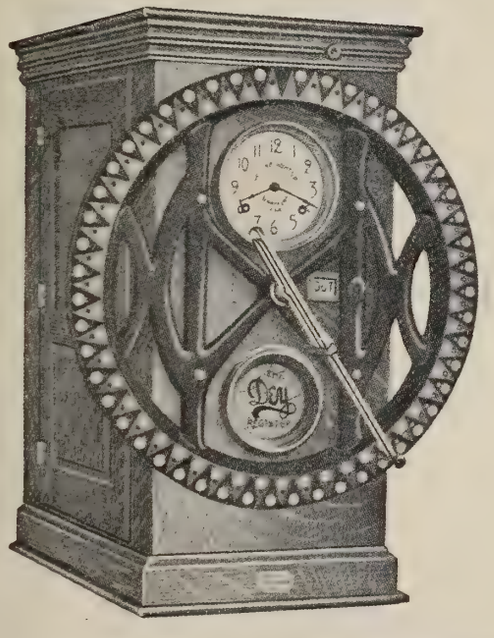
Power Building, Montreal

LABOR TIME RECORDING

THE chief item in the expense account of the average business concern is the cost of labor. Labor cost represents Time for which the employer pays Money. It naturally follows that an efficient system of checking the time given by the employees in exchange for their employers' money is essential to the proper conduct of business. No system that is in the least dependent for its operation upon the honesty or energy of a clerk will give very satisfactory results. A clerk is only human. He has his likes and dislikes; his fits of laziness; of indisposition; of carelessness. The perfect system is the



International Rochester Card Time Recorder



THIS system is entirely automatic and is the very acme of simplicity. It consists of a clock with a special mechanism, two card racks and sufficient cards of a simple ruling, as shown in the above illustration. When ringing "in" the employee takes his card (designated by name and number) from the "out" rack, stamps it on the clock, and places it in a corresponding pocket on the "in" rack. On his card the exact time of his arrival—day, hour and minute—has been recorded. He repeats the operation whenever going in or out. At the end of the week your card racks contain an absolutely accurate record of the time worked by every employee. This system cannot err or be manipulated. Its records are absolutely indisputable. Could anything be more satisfactory?

We are also manufacturers of the well-known

DEY DIAL

another entirely automatic time-recording system, manufactured in eighty-eight different styles.

No matter what the nature of your business may be, or how large or small its size, we can supply you with a time-recording system at a fraction of the cost of a human timekeeper and with infinitely better results.

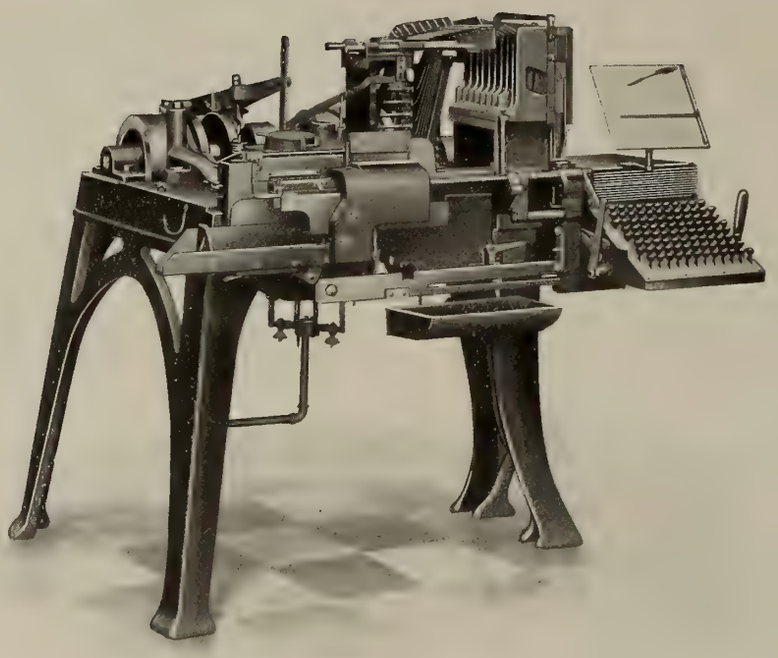
WE SOLICIT YOUR ENQUIRY

INTERNATIONAL TIME RECORDING COMPANY

OF CANADA, LIMITED

25 Alice Street .:. .:. Toronto, Canada

The Monoline



"USED ALL OVER THE WORLD"

Mr. Printer:

Would it not interest you to know that with the aid of a Monoline you can do as much composition as *five* hand compositors can accomplish.

The "Monoline Method" is the best paying Method. Write us and give us a chance to demonstrate this fact to you. We will show you a comparison between your present method and the "Monoline Method" for the asking.

The Mergenthaler Company, Limited

New Address—

154 St. Antoine Street - Montreal, Canada

— Agents for —

MERGENTHALER LINOTYPE CO. of New York.

FILES

The File that cuts rapidly is the economical file. For 45 years the Nicholson File Co. has been making files that cut rapidly.

Their product to-day is recognized as the standard in every File market in the world.

Brands made in Canada:—

American	Gt. Western
Arcade	Kearney & Foot
Eagle	McClellan
Globe	J. B. Smith

NICHOLSON FILE CO.

Dominion Works

PORT HOPE, - ONTARIO

RASPS

A SEVERE TEST

was made a few days ago by the stationery department of one of Toronto's largest Banks of several of the most prominent brands of writing inks. A few lines of writing were made of the separate inks under test on a sheet of good bond paper. This sheet was then fastened to a board and placed on the roof where it was exposed to the severe elements for 10 days, over a week of rain, sunshine, wind and intense heat. Upon careful, impartial investigation at the end of this period it was found that

UNDERWOOD'S INKS

stood the test better than any of the others. In some the lines had blurred, showing that in the course of time they would smear so as to become illegible; in others the ink had turned brown, an almost certain indication that the ink would fade out in time. Underwood's Ink alone retained its clear, sharp lines, never blurring in the slightest degree. This proves conclusively what we have always claimed, that Underwood's Inks are absolutely permanent. That bank won't use any other inks but Underwood's now. This test can be verified in every essential. If you want further particulars we would be glad to send them upon request.

Original Manufacturers of Typewriter Ribbons and Carbon Papers . .

One of the oldest Manufacturers of Writing Inks existing . . . . .

The Largest Manufacturers of both Inks and Carbon Paper in Canada

Underwood's Inks last as long as the Paper

JOHN UNDERWOOD & CO. 90 Richmond St. East,
New York London, Eng. TORONTO

Shipping Tags

In a number of sizes, grades and colors. Attractively printed in two colors and made from a good strong stock.

Envelope Tags

Made from a good tough stock, four washers on each, attractively printed in two colors.

Duplicate and Triplicate Books

For various purposes where copies are wanted. No carbon leaf required. Makes two to three copies at one writing.

SAMPLES AND PRICES UPON REQUEST

The Morton Co., Limited

445-447 King Street West
TORONTO, - CANADA

ESTABLISHED 1875

Montreal Stencil Works

(S. A. FERNEYHOUGH & CO.)

221 & 223 McGILL ST., MONTREAL

Numbering Machines of all kinds	Notarial and Corporation Seals,
Check Protectors,	Steel Stamps and Dies,
Sign and Price Markers,	Brass Stamps, Stencils,
Brass Signs,	Badges, Baggage and Time Checks,
Pattern Letters,	Etc., Etc., Etc.
Bank and Ribbon Stamps.	

Manufacturers for the Dominion of

"BUCK'S PATENT FLEXIBLE PNEUMATIC" CUSHION HAND, DATING AND SELF-INKING STAMPS, BUCK'S PATENT DIAL DATERS, ETC.

Our Stencil Inks in black and colors are of the finest manufacture, and sure to give satisfaction.

Stencil Brushes and Marking Pots.

Our Brass Signs are the best made and are filled with a new filling of our own, which stands both climate and wear, and always gives perfect satisfaction.

WRITE US FOR QUOTATIONS.

THE

Linde British Refrigeration Co.

Limited, of Canada

MONTREAL MONTREAL

MANUFACTURERS OF

Ice-making and Refrigeratıng Machinery

For any and all purposes where ice-making and refrigeration is required

Buildings and cold stores cooled on the latest and most approved plans, viz

Pure Cold Dry Air System **Expansion Pipe System**

Brine Pipe System

OVER 7,000 MACHINES INSTALLED

Ammonia Fittings kept in Stock. ***Write for Catalogue***

British American Bank Note Co.

INCORPORATED 1866 LIMITED

CAPITAL - - -	$200,000
RESERVE - - - -	250 000

Most modern and complete appliances for the production of

Protection against counterfeiting of

BANK NOTES, BONDS

STOCK CERTIFICATES

POSTAGE AND REVENUE STAMPS

and all documents of a monetary value

All work executed by this company is accepted by the London, New York, Boston and other Stock Exchanges.

Head Office:—Wellington Street - - - OTTAWA

Branches: { **9 Bleury Street - - - MONTREAL** / **Traders' Bank Building - - TORONTO**



FIREPROOF BUILDING

Standard Brass Manufacturing Company Limited

Manufacturers of the following lines:

Gas Stove Cocks and Valves
Air Cocks—Priming Cups
Gas Service Cocks
Gas Fixture Fittings, complete line
Gas Brackets, all kinds
Chandeliers, Gas, Electric and Combination—Oil Can Faucets

SEND YOUR PATTERNS TO US FOR BRASS CASTINGS

ASK FOR OUR COMPLETE CATALOGUE

Dominion Belting Co., Limited

HAMILTON, CANADA

SOLE MANUFACTURERS OF THE CELEBRATED

"MAPLE LEAF" BRAND Stitched Cotton Duck Belting

For Transmission of Power, Carrying, Etc.

THE TRUEST RUNNING

THE STRONGEST



THE MOST ECONOMICAL BELT

MADE IN CANADA

As a Main Drive Belt "Maple Leaf" cannot be excelled. Write for prices.

"MAPLE LEAF" BELT DRESSING is the best on the market for all kinds of belts.

T. ELFORD, Manager. Code used: American Lumberman Telecode. G. F. JEANNERET, Secretary.

THE

SHAWNIGAN LAKE LUMBER CO.

LIMITED

Manufacturers of all kinds of

ROUGH AND DRESSED CEDAR AND FIR LUMBER

LATH, PILES AND TELEGRAPH POLES

Kept in Stock or Cut to Order

Address all Communications to P.O. Box 298

Victoria, B.C.

Office: Cor. Government and Discovery Sts.

You want the best.

We supply it.

Give us an opportunity of showing you what we can do and are doing.

Leather  Belting

We had one individual sale of $12,000.00 worth of Leather Belting. Hear what the purchaser said about it. Write for testimonials and be convinced.

All our belting is guaranteed.

D. K. McLaren, Limited

STOCK DEPOTS:

MONTREAL, 309 Craig St. West.
TORONTO, 200 King St. West.
QUEBEC, 21 St. Peter St.
ST. JOHN, N.B., 64 Prince William St.
VANCOUVER, B.C., 418 Abbott Street.



Cut of 58-inch "Extra" Double Belt
Made by The J. C. McLaren Belting Co.

WE ARE HEADQUARTERS FOR ALL KINDS OF

Belting
Lace Leather
Card Clothing
Reeds and
General Mill Supplies

ABSOLUTE SATISFACTION GUARANTEED

The J. C. McLaren Belting Co.
ESTABLISHED 1856

Head Office and Factory: Montreal, Que.
Branches: Toronto and Winnipeg

SADLER & HAWORTH
OAK LEATHER
BELTING

"CLIMAX" Grade
is doing good work in all parts of Canada. If you have not already tried it, do so, and you will be satisfied.

"AMPHIBIA" Waterproof
will run in dampness and give better satisfaction than any other grade. Try this if you require a belt of this kind.

Head Office and Factory, - MONTREAL
Branch " " " - TORONTO
Stock Depots at St. John, N.B., Winnipeg and Vancouver.

Fine Garments for Men



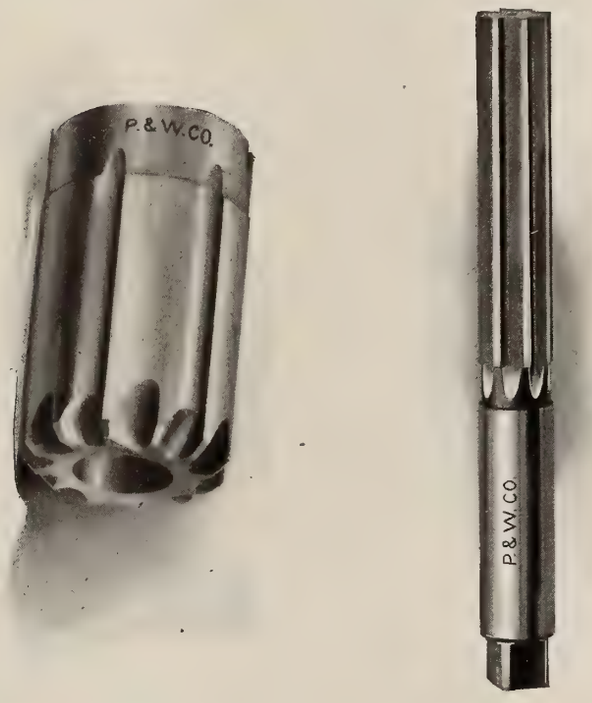
The Clothes with a National Reputation for Style and Satisfaction.

The Lowndes Company, Limited

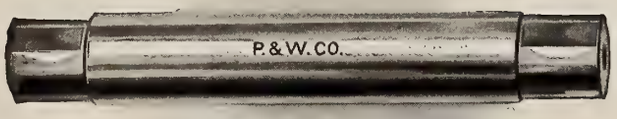
142-144 West Front Street

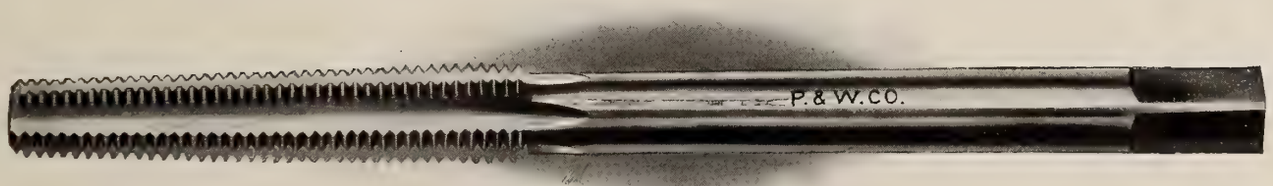
TORONTO

Pratt & Whitney Company of Canada
Limited



We manufacture a complete line of Taps, Dies, Reamers, High Speed Twist Drills, Milling Cutters, Taper Pins, Standard Gauges, etc.

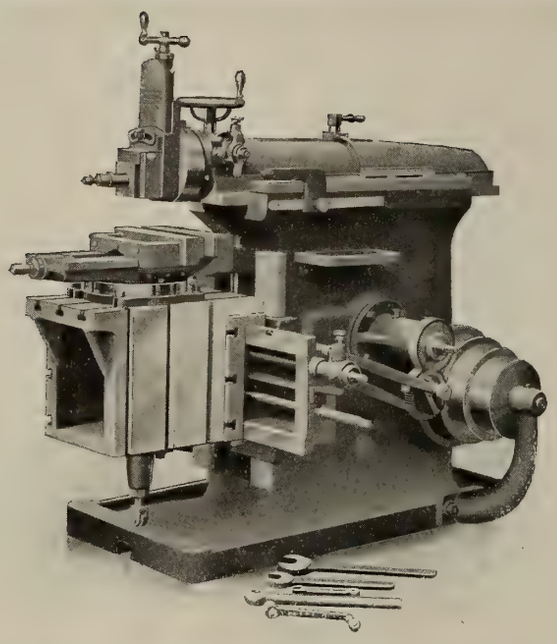




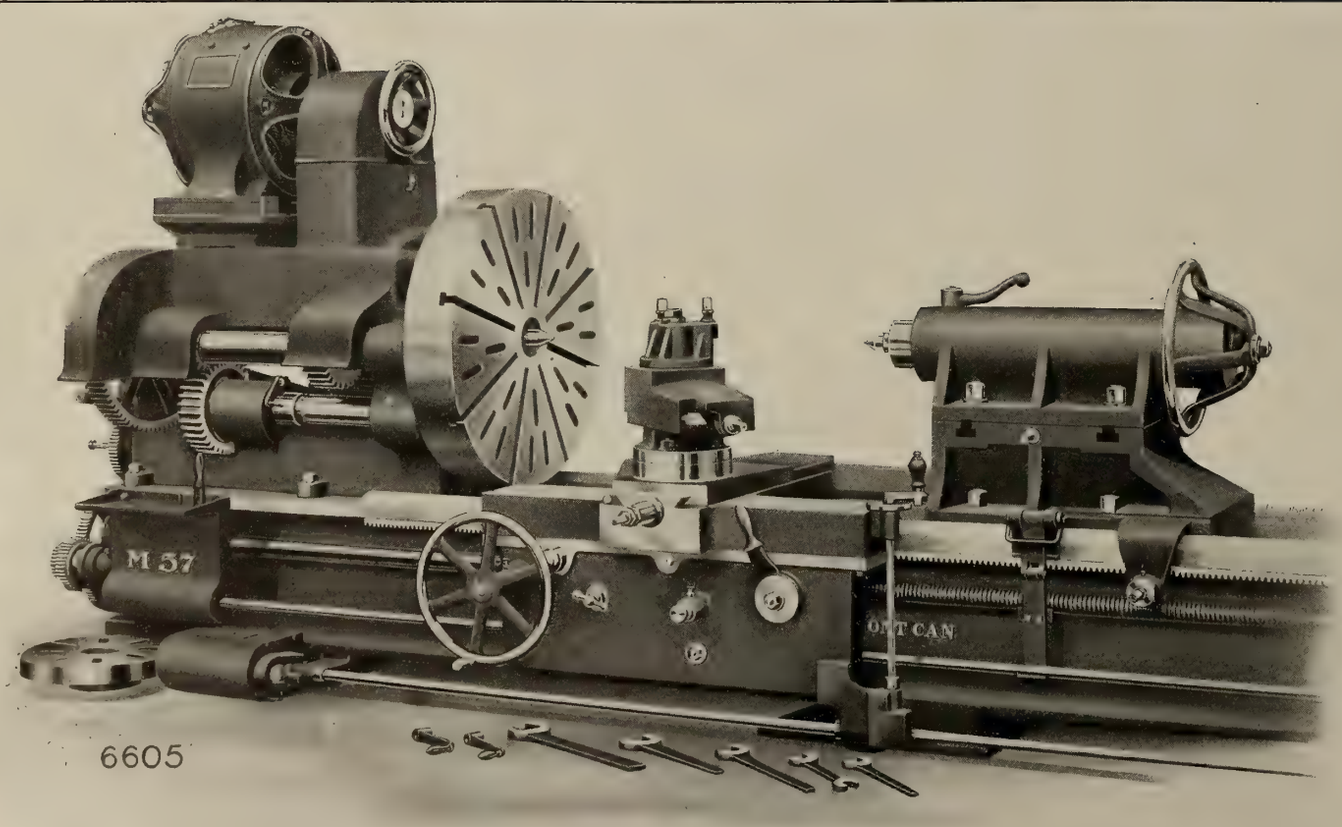
SMALL TOOL CATALOGUE SENT ON REQUEST.

Pratt & Whitney Company of Canada
DUNDAS, ONTARIO, CANADA. LIMITED.

BERTRAM LATHES



24-INCH BACK GEARED CRANK SHAPING MACHINE.



42-INCH BERTRAM TRIPLE GEARED ENGINE LATHE (MOTOR DRIVEN).

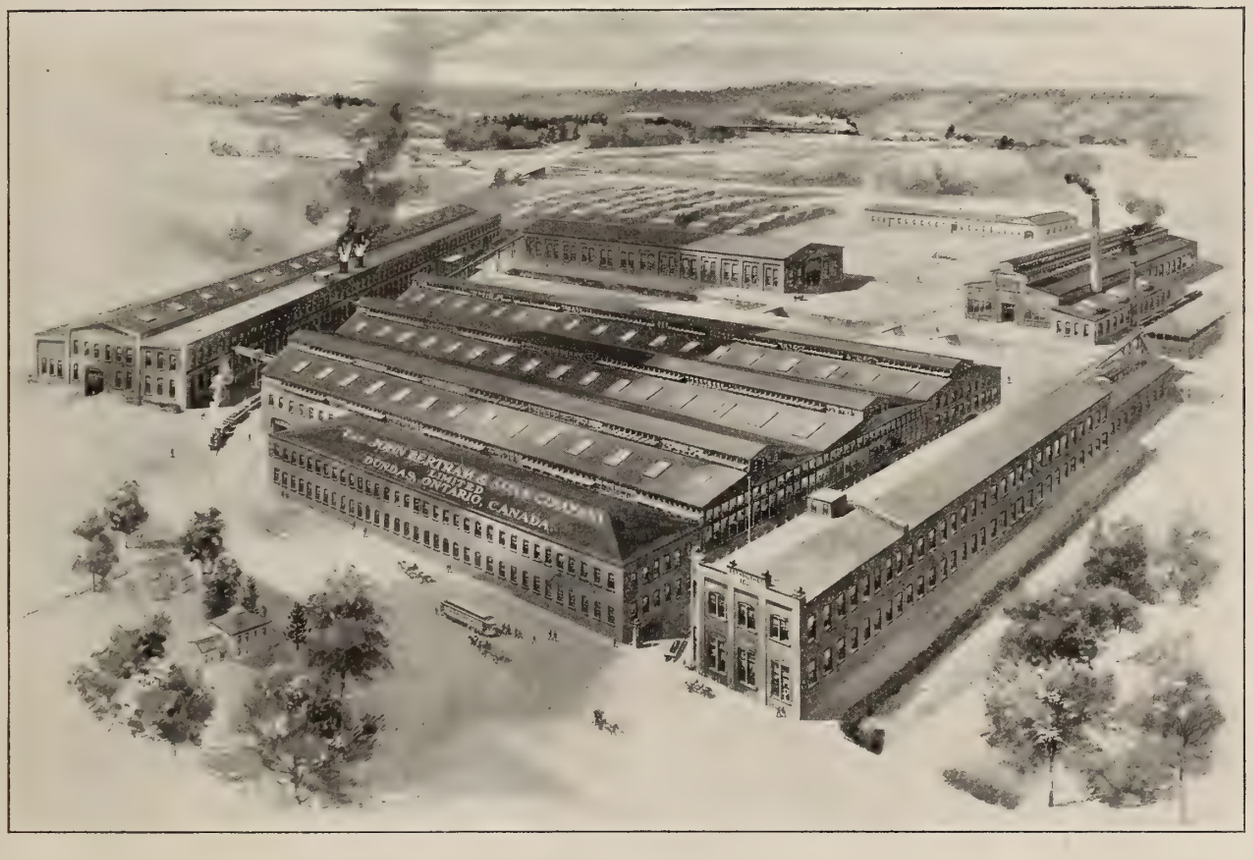
Write for Photographs and full particulars of any tools in which you are interested.

The JOHN BERTRAM & SONS CO., Limited

DUNDAS, ONTARIO, CANADA.

THE BERTRAM PLANT

The Home of Machine Tools



We manufacture a complete line of general machine shop, railway, Bridge and Boiler Shop Tools.

Write for photographs and descriptions of any machines in which you are interested.

The JOHN BERTRAM & Sons Co., Limited

Dundas, Ontario, Canada



A View of Our Exhibit at the Canadian National Exhibition, Toronto, 1909.

THIS EXHIBIT was pronounced by visitors to be the finest and most comprehensive display of Ornamental Iron ever made by a manufacturer on the American Continent.

It is in keeping with all work executed by us. Every article and feature of this display is of Canadian design and workmanship.

Architects are invited to communicate with us regarding their requirements.

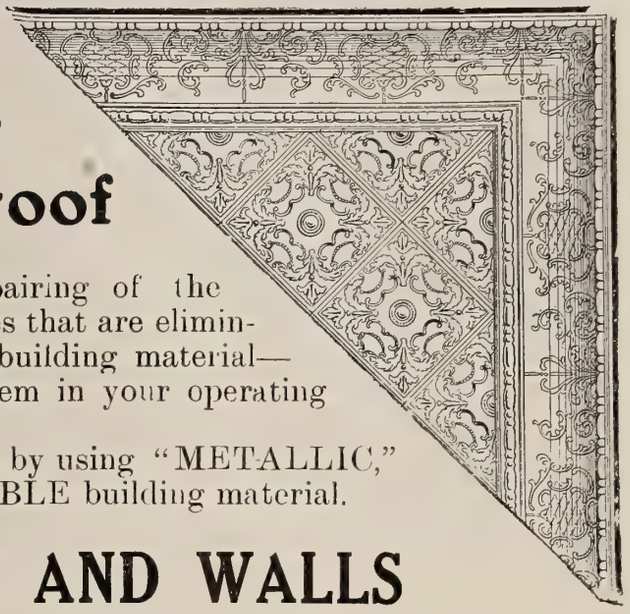
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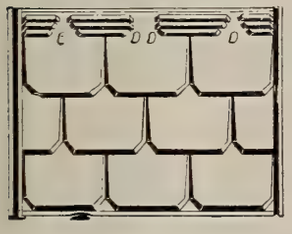
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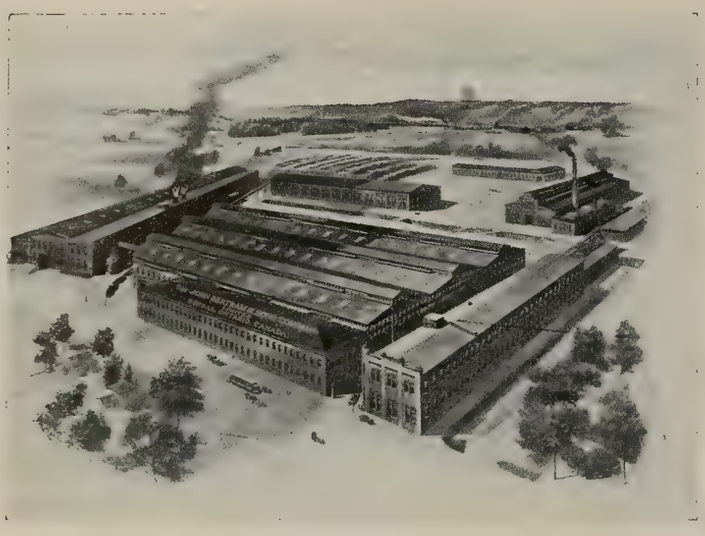
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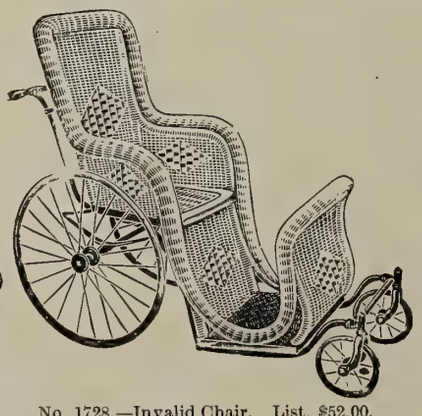
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Gentlemen,—We enclose herewith testimonial, which we trust will be found satisfactory, and of service. We give this in no perfunctory manner, because we really believe every word we have said, and thoroughly appreciate your way of doing business.

Yours truly,
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(Signed) J. S. BLACK,
Secretary-Treasurer.

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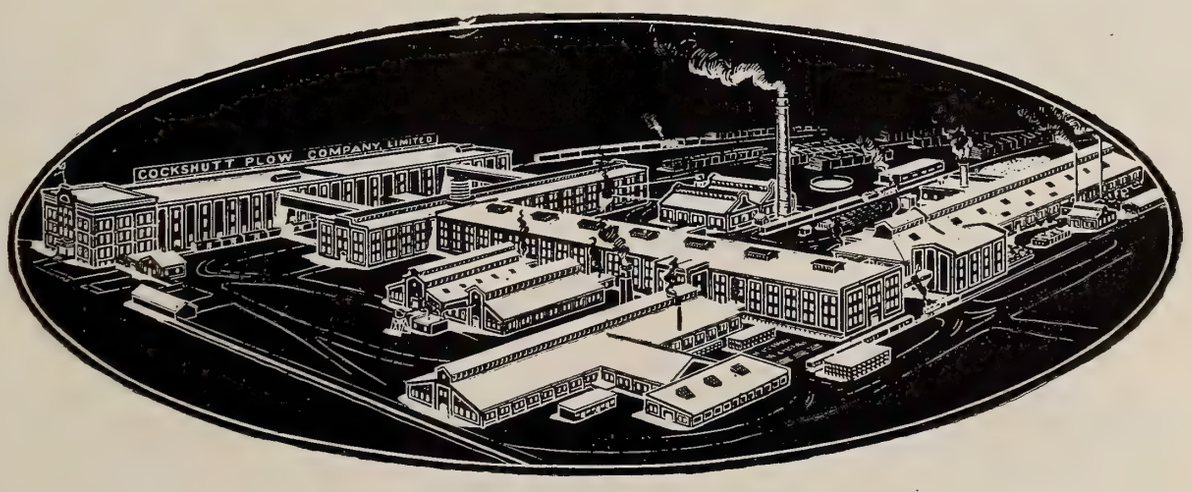
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(Signed) J. S. BLACK,
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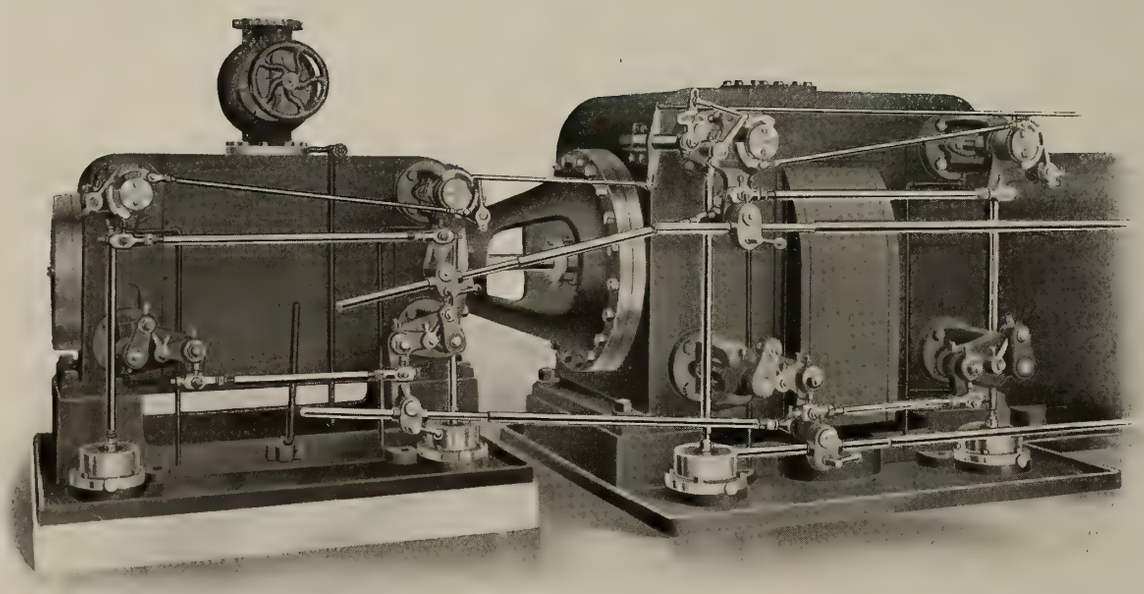
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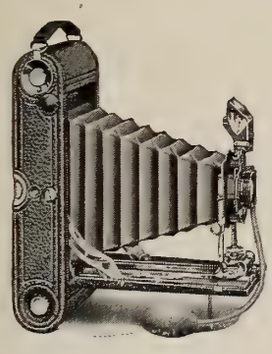
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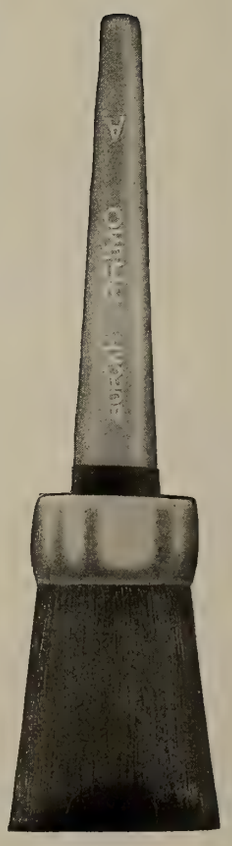
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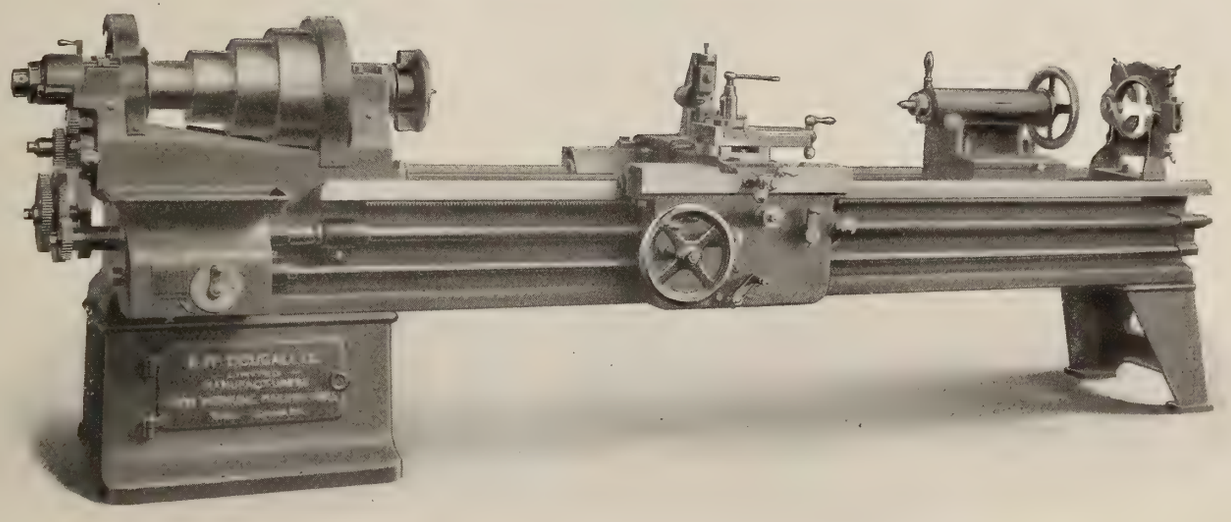
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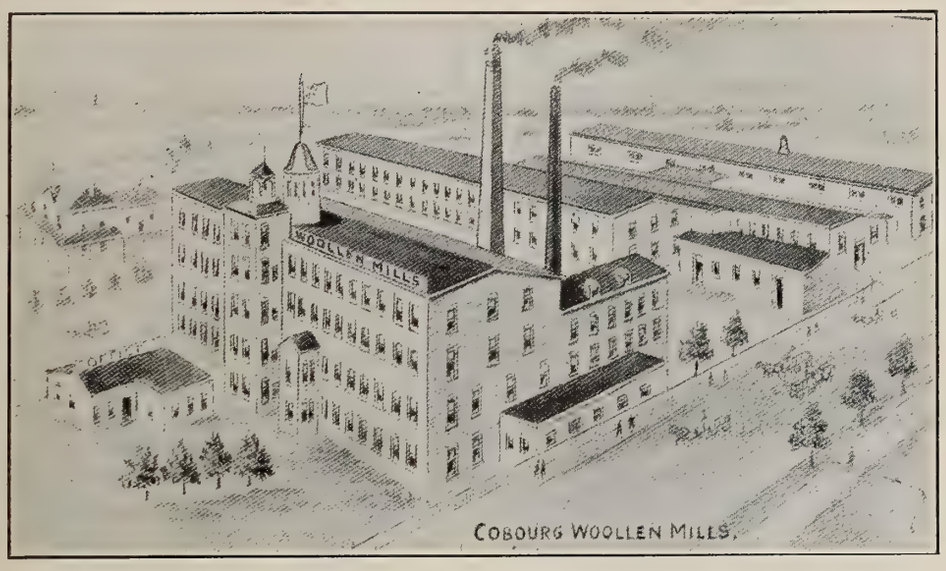
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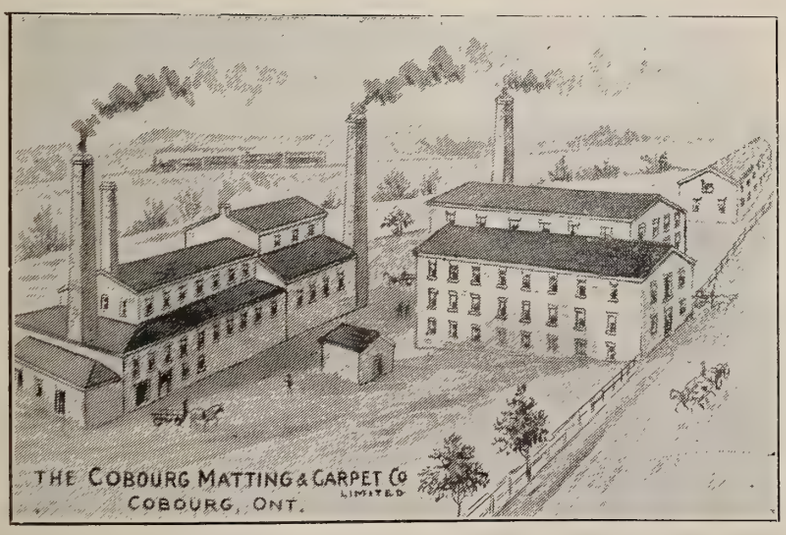
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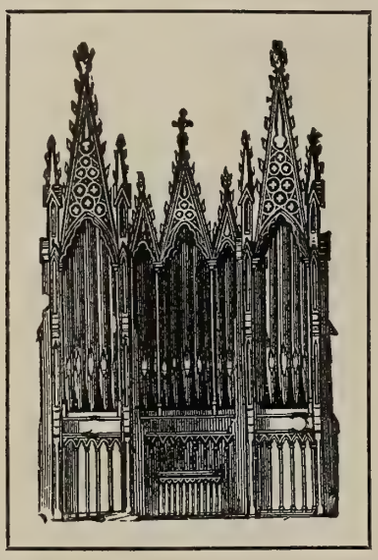
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Yarmouth, N.S., Trinity Church
Lunenburg, N.S., Lutheran Church
Amherst, N.S., Bapist Church
Halifax, N.S., St. John's Presbyterian Church
Sydney, C.B., M.E. Church
New York City, St. Francis Xavier's Church
Hamilton, Ont., Centenary Church
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" " Central "
Toronto, Ont., St. Andrew's Church (the largest in Canada)
" " Walmer Road Bapist Church
" " Bloor St. Presbyterian Church
" " Conservatory of Music
Brantford, Ont., Brant Ave. M.E. Church
Stratford, Ont., St. James Episcopal
London, Ont., 1st M.E. Church
Winnipeg, Man., Broadway M.E. Church
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HIGH-GRADE MECHANICAL RUBBER GOODS

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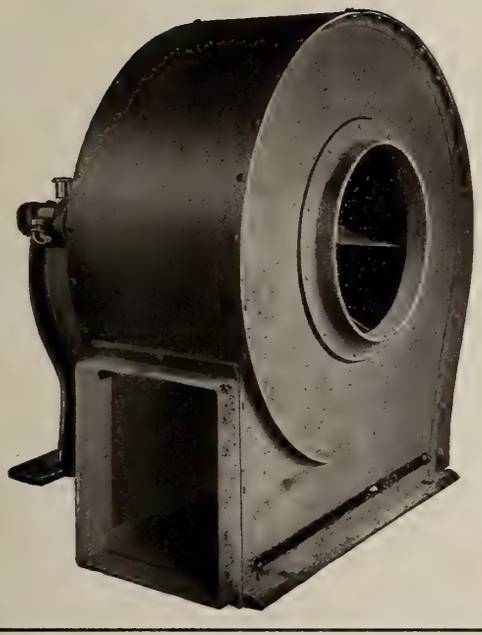
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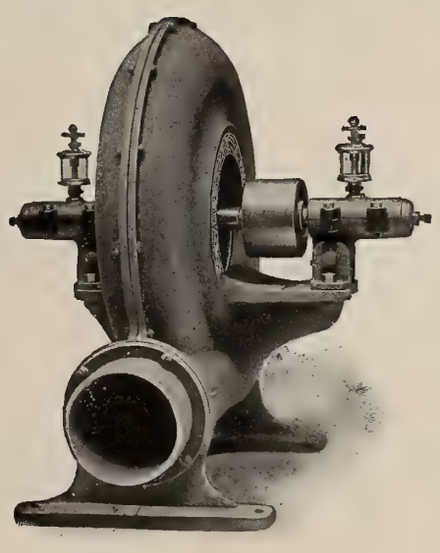
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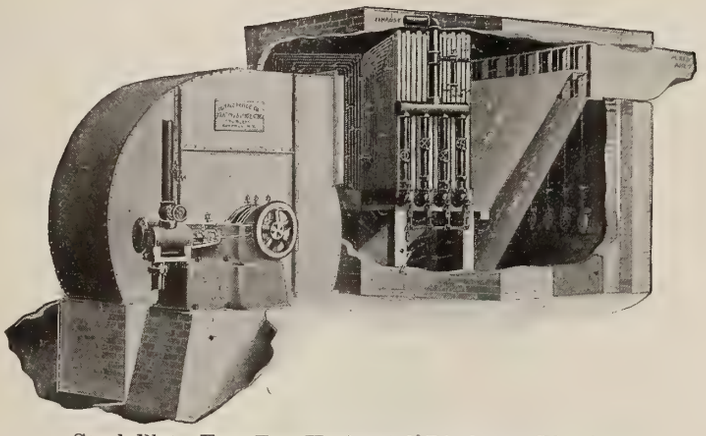
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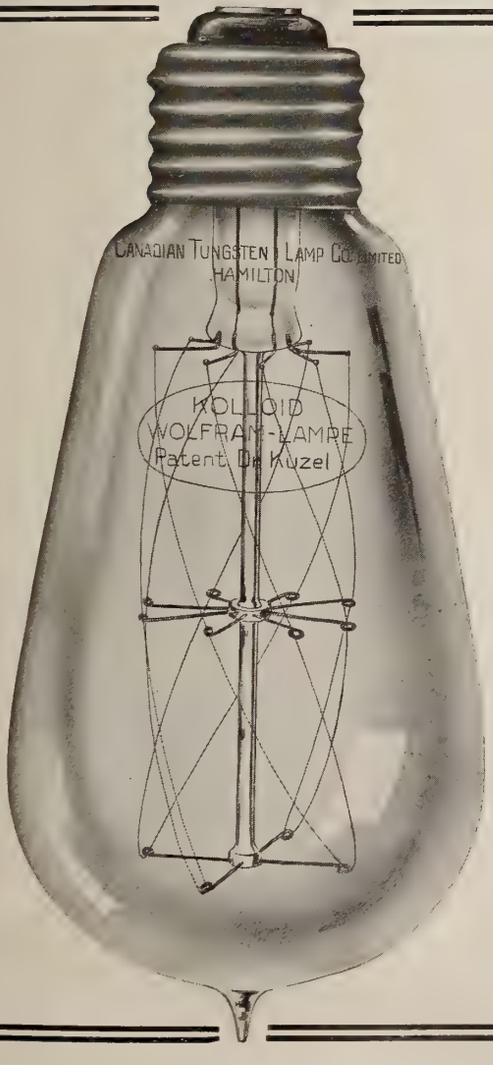
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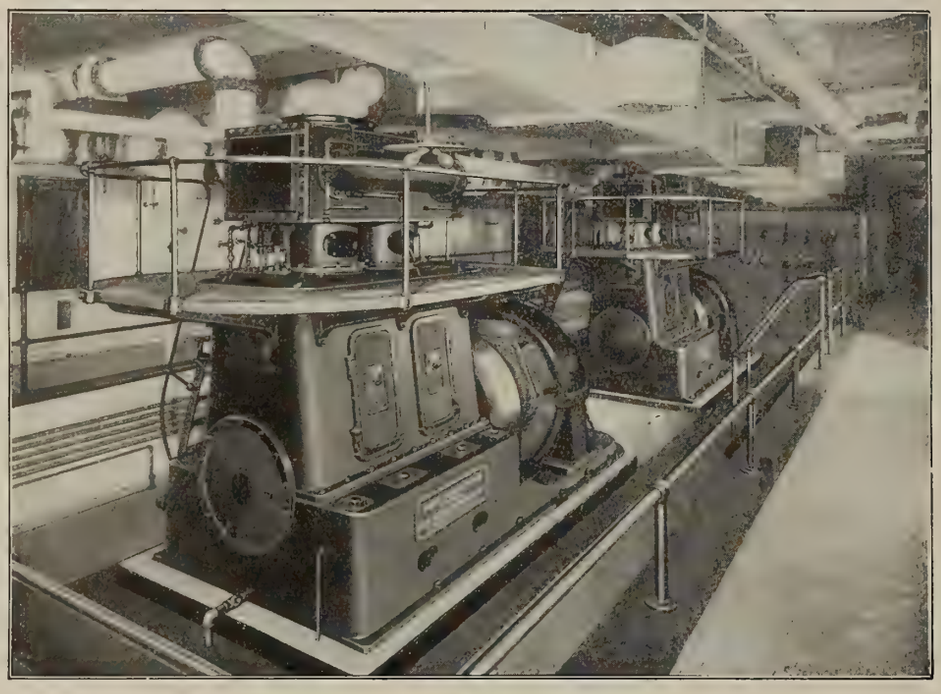
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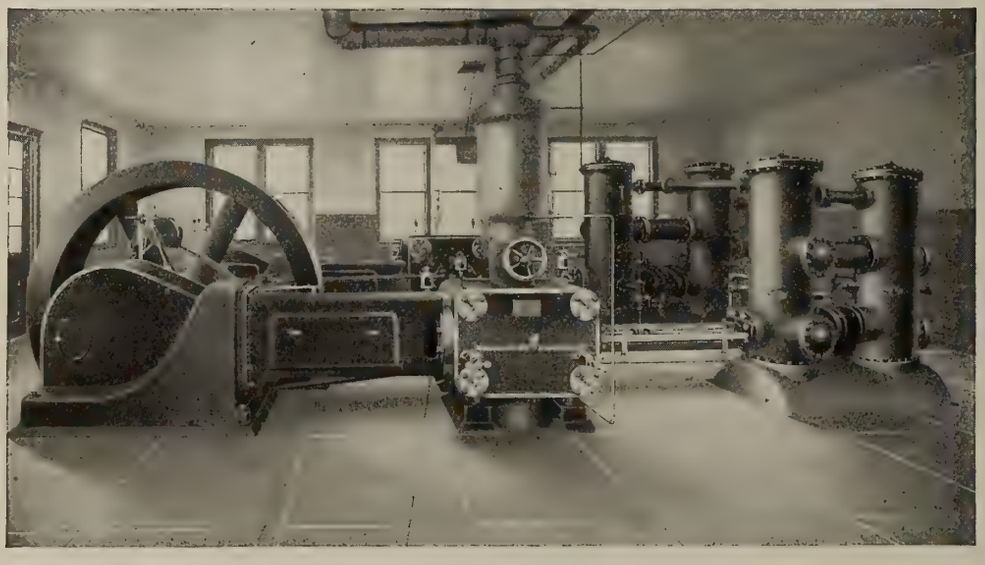
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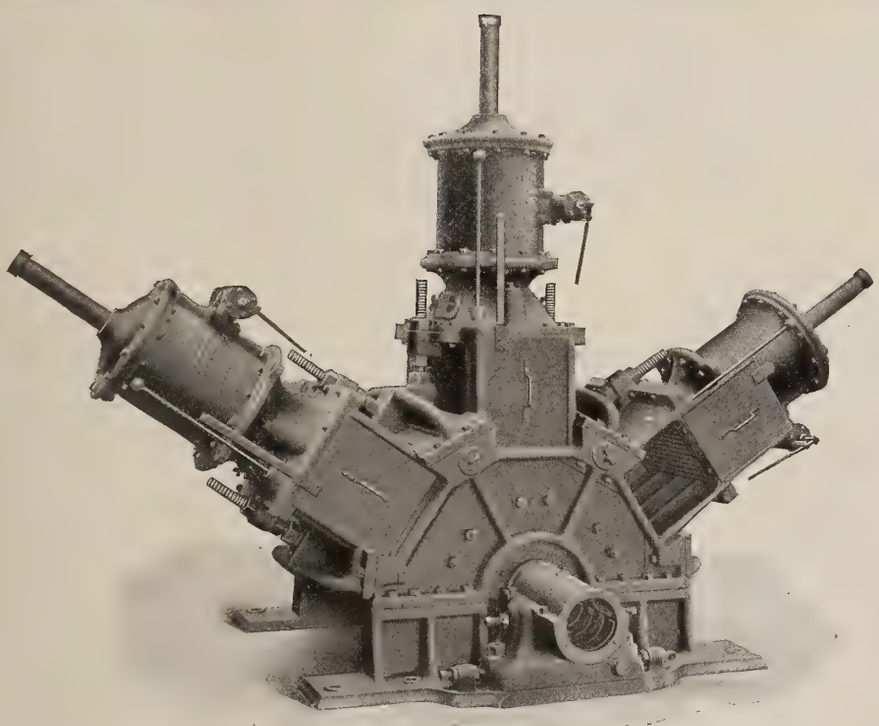
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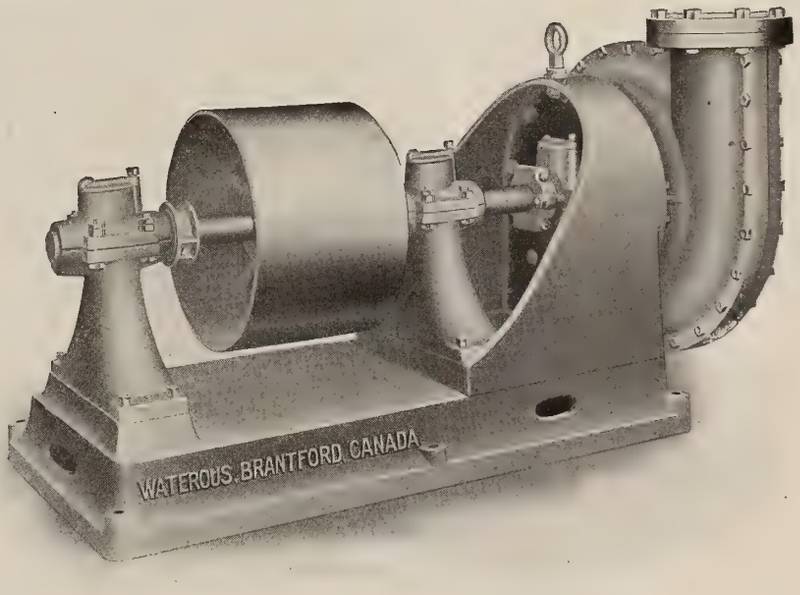
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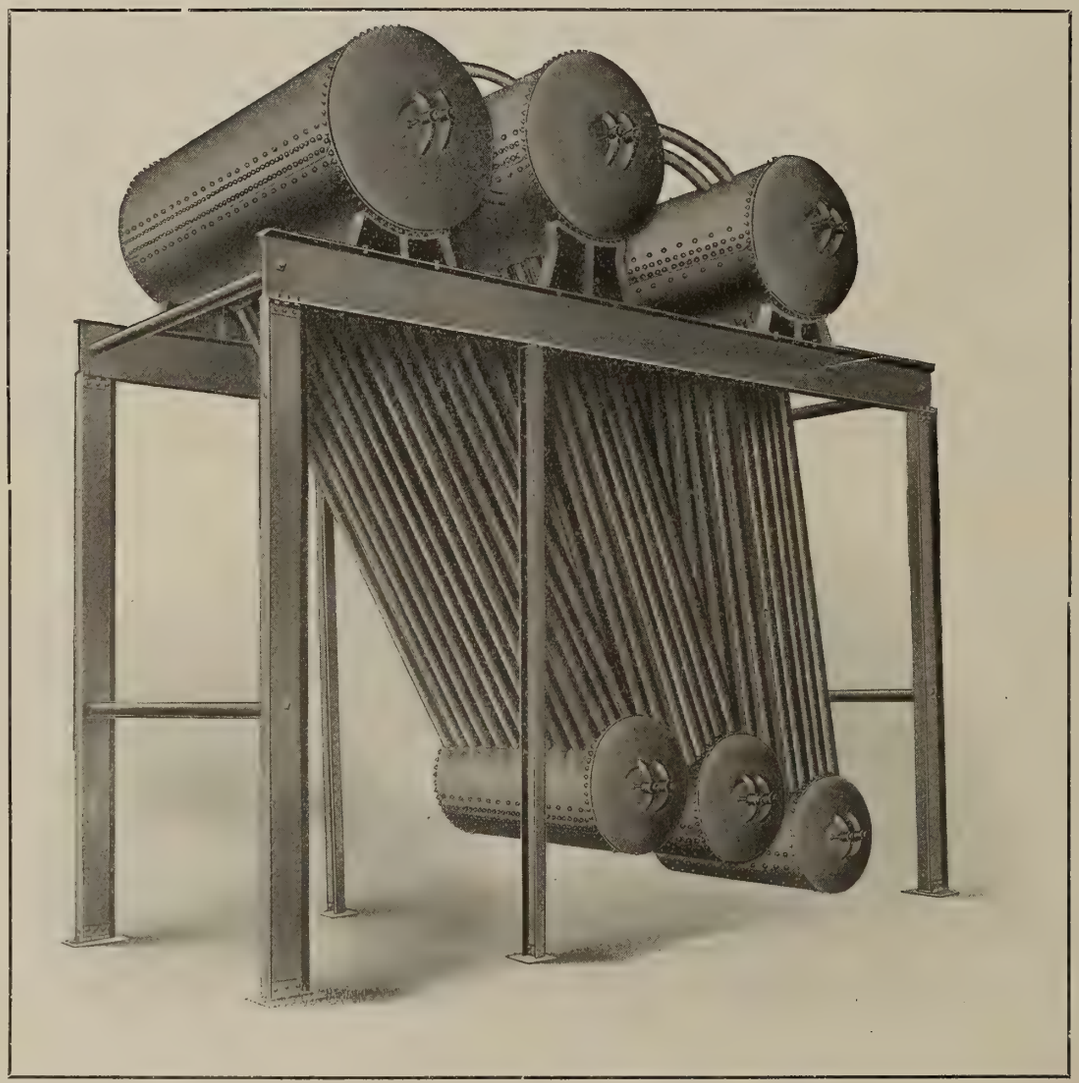


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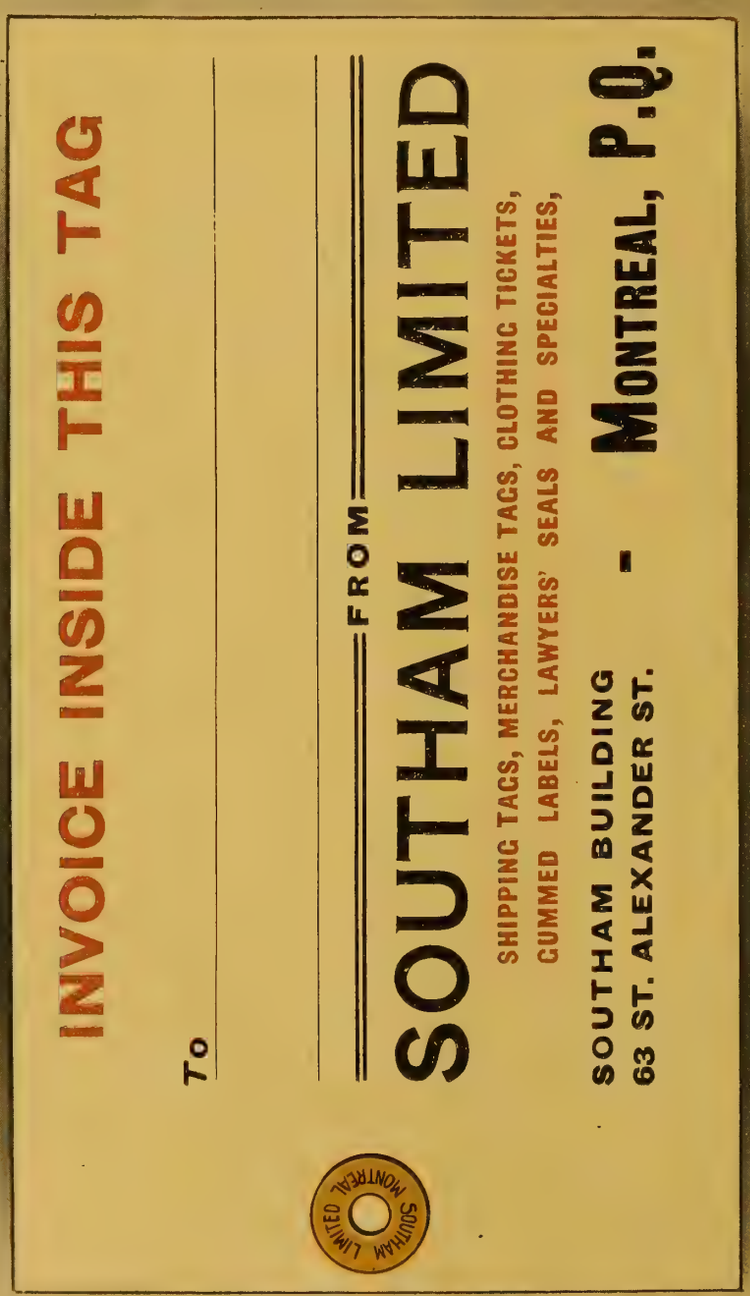


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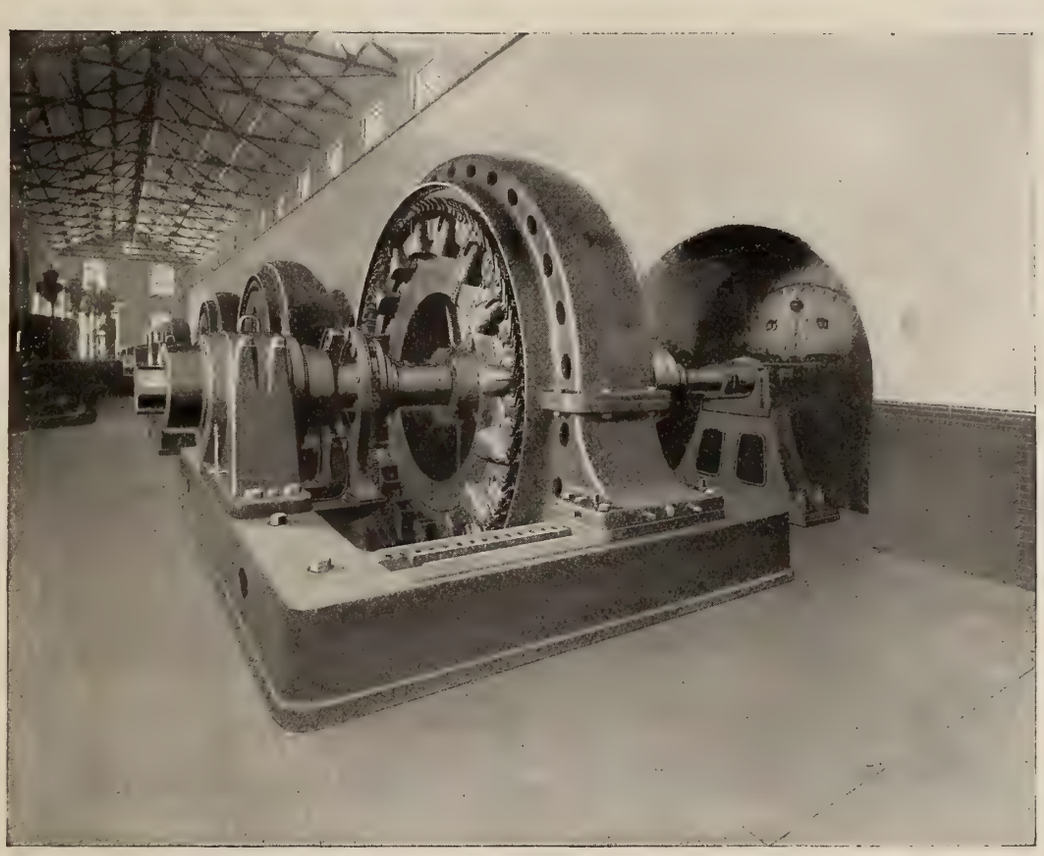
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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, OCTOBER, 1909 | No. 3

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Protection and the Price of Wool.

WE must protest most vigorously against the efforts of *Canadian Farm,* a Toronto publication, to arouse in the farmers of Canada an animosity against manufacturers. An article appearing in a recent issue, under the heading of "Manufacturers of Woollens," is so illogical, so untruthful and so unfair as scarcely to call for comment, nor would we take up space in doing so were it not that similar statements are being continually circulated among the farmers, and are stirring up a prejudice which is entirely the result of misunderstanding. That our readers may know what is being served up by this example of the farming press, we reproduce the paragraph in full:

Manufacturers of Woollens.

"Advices from the United States are to the effect that the entire wool crop of 1909, amounting to some three hundred million pounds, has already passed from the first hands, and that about one-half of the 1910 clip has already been contracted for on a basis of this season's figures or better. Wool, in the United States market, is in a very strong position and the same is true of almost all other countries but the Dominion of Canada. With us, right at the present moment, times are good. Skilled and unskilled labor is working on full time at good wages. Nevertheless, the Canadian sheep breeder is slowly but surely being forced out of business. He gets a mere pittance for his wool, and no one seems to care whether he sells or keeps his clip. Wool practically enters the Dominion of Canada free. There is a protective duty on manufactures of wool. The Canadian manufacturer of woollen goods is securely entrenched behind a solid tariff wall which enables him to buy his raw materials very low and sell his manufactured wares at a high figure. He plays both ends against the middle—the middle in this instance being the consumer. With antiquated machinery he makes a fancy profit. His low prices are killing the sheep growing industry. Surely here is a case which demands immediate investigation by the Federal authorities."

Conditions in the United States and Canada are compared, to the disadvantage of the latter country. Three hundred million pounds of wool have been sold in the United States for the year 1909, and at a good figure. But the Canadian sheep breeder is "slowly but surely being forced out of business." Quite true. But even the editor of *Canadian Farm* must recognize that the demand for wool in the United States is great and the price is good because through adequate protection a big manufacturing industry in woollens has been called into existence, whereas in Canada, owing to a lack of that protection, the textile industry is comparatively small and weak and cannot buy in sufficient quantities or steadily enough to make sheep breeding a lucrative branch of farming. And we can prove that statement clearly and absolutely by reference to Government returns. In 1899 there were 270 woollen mills in Canada. In 1907 the number had declined to 217. A bulletin issued by the Ontario Department of Agriculture shows that during the same period the number of sheep in that Province alone declined from 1,772,604 to 1,304,809, a decrease of 467,795, showing conclusively that a depression in woollen manufacturing is accompanied by a commensurate depression in sheep raising. Nor is the loss shown merely in the quantity of wool produced, but also, and to a

greater extent, in the price received. The following is the price received by Canadian farmers for wool at various times during the decline of woollen manufacturing: 1891, 19.4 cents; 1896, 18.4 cents; 1901, 13.4 cents; 1909, 11½ cents. So that the facts adduced by *Canadian Farm* prove just the opposite to what was intended. Of the two countries, in which life is lived under practically similar conditions, the United States and Canada, the country which gives the higher protection to woollen manufacturers is the one in which sheep raising and wool growing is carried on the more prosperously for the farmer.

* * *

So much for that argument. Whatever harm it does, it must be supposed that it arose, not from any malice on the part of the writer, but from his inability to see that two and two make four. The same charitable view cannot be taken of the further statement that Canadian manufacturers operate with "antiquated machinery." That statement is false and libellous. The woollen mills of Canada are equipped with the best machinery procurable, and it is in the highest sense unfair to circulate defamatory reports of this kind without taking the simple precaution of finding out the truth. A visit to an average woollen mill would show a well kept plant, in excellent order, and with nameplates on machines showing they were of as recent patents as 1907, 1908 and 1909. In flattering the idea of one class that it is being sacrificed in the interest of another, *Canadian Farm* is pursuing a most unworthy policy.

Trade Condition of West Indies.

THE Imperial Commission appointed to investigate trade conditions in Canada and the West Indies has held a number of meetings throughout this country, under the chairmanship of Lord Balfour of Burleigh. Two points were strongly urged as being those upon which a greater mutual trade chiefly depended, a mutual trade preference and better transportation facilities. Canada now concedes a preference to the Islands, but so far this has not been reciprocated, chiefly, it is believed, on account of the peculiar position of Jamaica, which makes it for the present impracticable for that island to discriminate against the United States. The desirability of securing a preference from such islands as were willing to grant it was strongly urged by Mr. G. M. Murray, speaking on behalf of the Canadian Manufacturers' Association. He based his argument chiefly on the ground that if the Islands were to attain the full benefit of the Canadian preference they would have to supply cargoes for the boats on their return trip. A preference, by diverting trade from the United States to Canada, would accomplish the desired end. Canada is already buying heavily from the West Indies. She is not sending an equal amount back in return. If business increased boats would run oftener, would call at more places and would give a generally improved service. That such improvements in transportation were desirable was strongly affirmed by practically every witness. The continuance of the West Indies as a part of the British Empire depends to a considerable extent on their ability to maintain a reasonable commercial prosperity. To do this they must have markets for their products. United States markets for the products of a foreign country are at the best precarious. If West Indian trade becomes such that commercial prosperity depends altogether on the United States, an adverse tariff at any time would spell absolute disaster. Therefore we hope that the work of the Commission will result in the establishment of closer trade connections between the two British states, and that the West Indies will thus be strengthened in their faith that membership in the Empire is not inconsistent with material well-being.

The Effect of Attempted Coercion.

CAPTAIN VON PUSTAU will make an extended tour of Canada in the interests of the *Berliner Lokalanzeiger,* to investigate the commercial needs of Canadians and the possibility of Germany supplying those needs. Captain von Pustau, according to press reports, will interview leading public men in this country, and will sound them on their feeling towards the German-Canadian Economical League, recently established in Germany with the object of bringing these two countries into closer trade relations. The determined effort of Germany to regain her former position in Canadian markets recalls the result of her former effort to coerce Canada, and in view of the possibility of a like effort being made next year by the United States we reproduce some paragraphs of a special article which appeared recently in the London *Standard:*

"The striking result," says the *Standard,* "of the effect which the introduction of a tariff of 33 1-3 per cent. over and above the general tariff imposed on German goods since 1903 is shown by trade figures. The surtax was imposed according to article 7 of the Canadian customs tariff on 'articles which are the produce or manufacture of any foreign country which treats imports from Canada less favorably than those from any other country.' Germany's percentage of the Canadian import trade has fallen continuously since 1903, as will be seen from the following table:

Year.	Per Cent.
1903	5.46
1904	3.35
1905	2.66
1906	2.46
1907 (nine months)	2.19
1908	2.27

"It is thus plain that, notwithstanding the fact that Canadian imports have increased by leaps and bounds, German trade with the Dominion has been absolutely at a standstill. Canada's chief article of export to Germany at present is agricultural machinery, more particularly mowing machines. Germany's agricultural machinery industry is now only in its infancy, whilst the up-to-date agricultural

goods of Canadian manufacturers are revolutionizing the agricultural labor methods of the fatherland and are preferred to those manufactured in the United States, so that Canadian exports to Germany for agricultural machinery are continually on the increase. In 1903 Canada sent to Germany agricultural machinery to the value of approximately £55,000 ($267,667); in 1904, £40,000 ($194,667); 1905, £50,000 ($243,334); 1906, £95,000 ($462,334), and in 1907 £125,000 ($608,334).

"As an instance of the way in which tariffs can effectually kill trade it is only necessary to point out that before the tariff war between the two countries started Germany was actually sending to Canada, in 1902, no less than £700,000 worth of sugar. This dropped in 1903 to £625,000; in 1904 to £70,000, and in 1905 to £4,000 sterling, since which time the export of German sugar to Canada has been ruined. The effect on shipping, too, is noticeable, for whereas in 1905 sixty-six German ships, registering 120,000 tons, entered Canadian ports, in 1907 only thirty-nine German ships, with 96,000 tonnage, were registered. Germany's exports to Canada in textiles, chinaware and iron goods have fallen over 50 per cent. since 1903, and almost every German industry tells the same tale, whereas Canadian exports have been steadily increasing, with perhaps the exception of the apple exports to Germany, which amounted to 200,000 cwt. in 1899 and have fallen, roughly speaking, some 40 per cent. since the imposition of increased duties on foodstuffs imported into Germany.



MR. JOHN HENDRY

President Canadian Manufacturers Association, 1909-10

United States Manufactures in Canada.

MR. FREDERICK A. McKENZIE, writing in the *Daily Mail*, London, Eng., on "the American Invasion of Canada," discusses at considerable length the reasons why such a large proportion of Canada's imports come from the United States. The subject has been discussed by Canadian business men and journalists many times before this, without, it must be confessed, very satisfactory results being attained. A re-statement of the case by the special representative of an English paper may, however, win acceptance where the advice of strangers has been rejected. Mr. McKenzie asserts that the United States have won their present preponderating position in the Canadian markets by systematic, sustained and well-planned work. "The English," he says, "invest only in debentures and preference shares yielding a fair fixed interest with little risk and no control. The Americans build factories and acquire the retail business. The result is that a large part of Canadian manufacturing to-day is in the hands of Americans and the policy of many of the stores is dictated by them." Branch plants of United States companies undoubtedly turn the stream of commerce into United States channels. The equipment usually follows the style of the parent factory; semi-finished material is imported from the main plant; special classes of goods are not made in the branch and orders are filled from across the line. These are the points which Mr. McKenzie makes when he urges British manufacturers to get closer to the Canadian buyer by getting control of the factories which supply his needs. The acquisition of retail stores by United States producers is a recent development, and only exists in the larger cities, and there only to a very limited extent. The essential advantage United States manufacturers have over their British rivals in the Canadian market consists in their proximity, in the readiness with which orders can be given and executed, in the constant pushing of goods through the endless stream of advertisements that pass before the buyer's eyes. British manufacturers, if they are going to overcome these disabilities, must first of all make their goods thoroughly known to Canadian buyers, and then they must minimize to the utmost the time required in completing a purchase. There must be no let up in the agitation for cheaper cable service; efforts must be continued for the improvement of transportation facilities. Only thus will the geographical advantages of the United States be overcome.

An Estimate of Canadians.

LORD CHARLES BERESFORD, in his breezy sailor fashion, described the average Canadian as "looking as if he had some jolly good thing coming off next week." The characteristic which has thus been touched off in a phrase is very natural. It represents the average Canadian's actual feeling. Such immense developments have taken place in the past, in the way of new and enlarged industries and the discovery of additional natural resources, that confidence in the future has become the dominant national quality.

Not a Substitute for Merit.

A NEW Made-in-Canada campaign was decided upon at the Convention of the Canadian Manufacturers' Association. In view of this it is well to examine just what the Made-in-Canada idea is. It should be understood clearly and distinctly that it is not a scheme whereby inferior goods are to be foisted off on the public merely because they are made in Canada. On the contrary, it starts with the assumption that as good goods are produced in this country as there are in any other part of the world. But owing to a prejudice which has continued since the time when all good goods were imported, it is still difficult to convince the average Canadian that what is made at his own door is anything other than the immature and imperfect product of the pioneer days of our manufacturing. As a matter of fact, Canadians can and do make goods of the highest grade. From farm implements, which appeal to the widest class of buyers, to pianos, where excellence is usually to be found only in an old and wealthy country, we not only equal but we actually lead the world. Assuming, then, that the buyer has a choice of two articles of equal merit, the promotors of the Made-in-Canada propaganda simply ask that the one of Canadian make be chosen in preference to the foreign article. If the campaign which is to be entered upon induces Canadians to give that preference it has accomplished its purpose. It then rests with the individual manufacturer to make his products so good that the buyer will continue to do through expediency what he has commenced to do through sentiment.

Would Depose Lieutenant-Governor.

THE Trades and Labor Congress feeds on bombast with all the enjoyment that a donkey gets from a feast of thistles. The horny handed son of toil who drew up the resolution praying, but in a spirit of patient hopelessness, that the light of reason might break in on the calloused mind of the C.M.A., and that the King, in the person of his Lieutenant in Ontario, should be deposed from office, knew well his audience. Irresponsible criticism will always receive a measure of irresponsible support. Yet we do not believe that even the delegates to the Congress which adopted the resolution referred to are such warm supporters of foreign trouble-makers as to welcome them to their midst; nor will the Lieutenant-Governor's adhesion to the principle of Canada for Canadians, whether in labor or in manufactures, antagonize many Canadian workmen. The resolution should not be taken too seriously. Up to the time of going to press Hon. Mr. Gibson was still in possession of Government House.

New Route in Operation.

ADVICES from Vancouver record that the shipments sent from Eastern Canada to British Columbia via the Tehuantepec route have arrived in good condition, the total time taken from Montreal to Vancouver being fifty-two days. This time, under present arrangements, will be reduced to forty-five days in the case of future shipments. It is satisfactory to know, also, that the new system of transportation is being taken advantage of by manufacturers. The next boat leaving Montreal on this service will carry a comparatively large and varied assortment of freight. The rate quoted by the Elder-Dempster Co. and the Canada Mexico Steamship Co. for the through service is from twenty to sixty per cent. less than by the all-rail route. For the benefit of those not familiar with the route, a line drawing is given in connection with the Report of the Railway and Transportation Committee elsewhere in this issue, showing the course taken to Puerto Mexico and Salina Cruz, the termini of the Tehuantepec National Railway, on the Atlantic and Pacific side, respectively.

A Government Export Bureau.

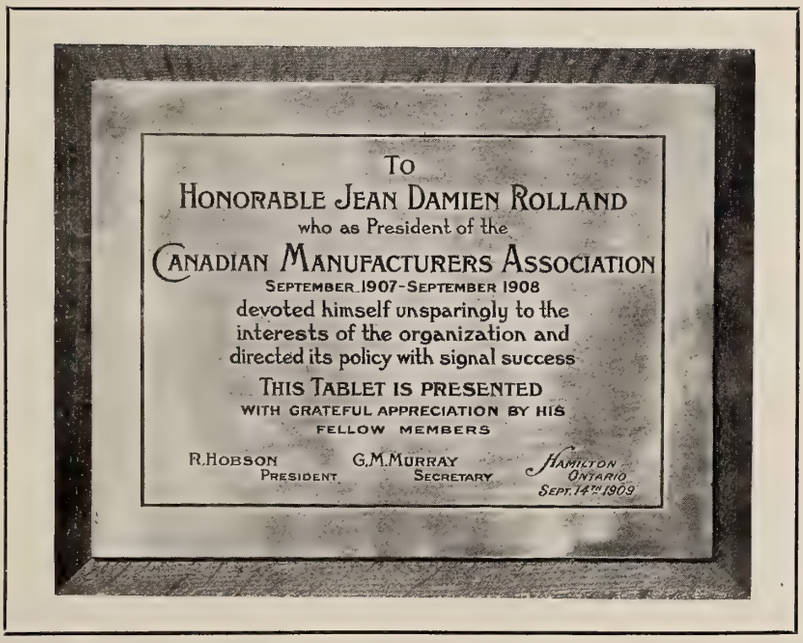
THE Department of Trade and Commerce is to be commended for its latest effort to increase the efficiency of its Export service. Towards this desirable end a circular has been issued to manufacturers asking their co-operation in the preparation of a list to include all who are prepared to engage in export trade. Manufacturers are requested to give their firm name, specific address, and a list of the articles produced. This information will be transcribed to cards and duplicates will be forwarded to all Canadian Commercial Agents abroad. The value of this list will, of course, be entirely dependent on its completeness and reliability. Many firms, we may almost say the majority of firms, are careless about supplying information of the kind desired. They are still more careless about revising the information and making the necessary corrections from time to time. Only by persistent effort can satisfactory results be accomplished. We mention these facts because they have been called to our attention very forcibly during the past couple of years, by actual experience. It is to be hoped that the effort of the Export Bureau of the Department of Trade and Commerce will meet with such support as to make it of real value in developing foreign markets.

Pulpwood Export will be Restricted.

PREMIER HAZEN, of New Brunswick, has announced his intenion of restricting the export of pulp-wood from crown lands in that Province. In a recent speech he recalled that the people of New Brunswick had been working on the comfortable theory that the forests of the Province were inexhaustible. Such was far from being the case. On the contrary, it was now known that the yearly growth was not equal to the annual cut. "If this is continued," he said, "it is only a question of a few years before our forests will be gone. We must take steps to preserve our forests. The principal source of the destruction of forests is the export of pulp-wood. The time has arrived when the Province should adopt a policy that will have the effect of causing the raw material of our forests to be manufactured by our own people and in our own Province. It is now time to put a stop to the export of pulp-wood from the Crown lands, at least. I believe the Government of New Brunswick would be acting in sympathy with public sentiment if it placed a restrictive export duty on all pulp-wood and raw material cut on Crown lands."

New Zealand Courtesy.

THROUGH the courtesy of Mr. J. A. Millar, Minister for Railways for New Zealand, free transportation has been granted over the railways of that state to Canadian delegates to the Congress of the British Chambers of Commerce, which has been in session in Sydney, Australia. Canadians are deeply interested in the development and progress of New Zealand, and they will await with great interest an account of their representatives' visit to their sister state. To Mr. Th. de Schryver, of Auckland, N.Z., the representative in New Zealand of the Canadian Manufacturers' Association, on whose suggestion the above courtesy was extended, the thanks of our Association, and of other industrial organizations in Canada, are due. We trust that as a result of better knowledge Canada and New Zealand may be brought closer than ever together.



Tablet Presented to Hon. J. D. Rolland in Commemoration of His Presidency, 1907-08

The Turn of the Wheel.

FORTY or fifty years ago Canada was a factor in the world's ship-building. That was before the advent of iron and steel in ship construction. Then the Maritime Provinces grew the best material in the world for the "wooden walls," and they grew also the men with skill to turn their timbers into serviceable sea-going vessels. Canadian boats were known wherever freight was offering. With the coming of iron vessels disappeared Canada's prosperity in ship-building. The trade moved to the country which could best produce the raw material, and Great Britain advanced with great strides, beyond the reach of all competitors. Canada's ship-yards were dismantled and her artizans scattered. Now the wheel has made its circle, and once again Canada begins to think of ships and ship-building. For one thing, Canada is to have a navy, and it is agreed that the ships must be built in Canada by Canadians. Then it has been discovered that in the very place where formerly grew the timbers out of which were built some of the sturdiest ships that sailed the seas, a steel industry has been developed which bids fair to rival the world in economical production. So that once again we are advantageously situated in regard to raw materials. As a consequence, a number of plans for the establishment of ship-building yards are now under consideration. Of these the most important is the proposal of Harland and Wolff, the Belfast ship-builders, to establish works here. That this will be done seems now almost certain. Under such auspices ship-building in Canada should take on renewed vigor and life and once more attain the prosperity which it formerly enjoyed. The impetus which has been given to ship-building on the Atlantic coast has had an additional effect in arousing interest in shipyards and drydocks on the Great Lakes.

Montreal's Technical School.

THE Province of Quebec is proceeding with its project for the establishment of technical schools. Recently Rt. Hon. Sir Wilfrid Laurier laid the corner-stone of the new institute, which is in course of erection in Montreal, and it will only be a short time now till that school opens its doors to the boys and girls of that city who will hereafter enter the ranks of industrial workers. The effort which is now being generally made to increase the efficiency of labor is a good sign. It is in the highest sense economical.

STEAMSHIP SAILINGS

Montreal to Liverpool—
Allan Liner, Oct. 22, and weekly thereafter.
C.P.R. Liner, Oct. 22, and alternate Saturdays and Fridays thereafter.
White Star-Dominion Liner, Oct. 23, and weekly thereafter.

Montreal to Bristol—
Dominion Liner, Oct. 30, and weekly thereafter.
C.P.R., Oct. 23, and fortnightly thereafter.

Montreal to London—
Thomson Liner, Oct. 23, and weekly thereafter.
C.P.R., Oct. 24, and weekly thereafter.
Allan Liner, Oct. 23, and fortnightly thereafter.

Montreal to Antwerp—
C.P.R., Oct. 31 and Nov. 14.

Montreal to Glasgow—
Donaldson Liner, Oct. 28, and weekly thereafter.

Montreal to Havre—
Allan Liner, Oct. 23, and fortnightly thereafter.

Montreal to Manchester—
Manchester Liners, Oct. 23, and weekly thereafter.

Montreal to Rotterdam and Hamburg—
Canada Line, Nov. 2, Nov. 17.

Montreal to Belfast—
Head Liner, Oct. 28.

Montreal to South Africa (Cape Town, Port Elizabeth, East London, Durban, and Delagoa Bay)—
Elder-Dempster, Oct. 25.

Montreal to Nassau, Havana, Tampico, Vera Cruz, and Progresso—
Elder-Dempster, Nov. 15.

Halifax to New York—
Red Cross Liner, Oct. 23.

Halifax to London—
S.S. Tabasco, Oct. 28.

Halifax to Demerara, etc.—
Pickford & Black Liner, Oct. 26.

The Elder-Dempster Co. are running a regular service from Montreal to connect with the Tehuantepec National Railway, with connections with the Canada-Mexico line on the Pacific to Vancouver and Victoria.

NEW PATENTS ISSUED

The following is a list of Patents granted to Canadians in Canada, issued by the Canadian Patent Office on Oct. 1, 1909, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa. Russel S. Smart, Resident.

120976 P. R. Cumming, Renfrew, Ont. Refrigerators, F. H. Cumming.
120982 P. A. Cheevers, London, Ont. Automatic horse and cattle bowls, Metal Shingle and Siding Co.
120983 C. McLeod, Toronto, Ont. Centrifugal Separator Bowls, Massey-Harris Co., Ltd.
120984 T. L. Willson, Ottawa, Ont. Marine Signals, International Marine Signal Co., Ltd.
121009 J. Beaudrie, Altamont, Man. Attachments to plows.
121012 H. A. Booker, Kenora, Ont. Grain car doors and latches therefor.
121024 H. J. Daly, Toronto, Ont. Cuff Holders.
121038 J. H. Ham, Brantford, Ont. Hinges.
121045 F. A. Lalleman, Montreal, Que. Compositions for Paving.
121055 F. S. McKay, Sherbrooke, Que. Asbestos Separators.
121064 M. H. Preston, Winnipeg, Man. Gasoline Indicators.
121070 T. Sinclair, Winnipeg, Man. Grain Car Doors.
121080 C. W. Tinling, Montreal, Que. Show Cases.
121087 J. A. Williams, Montreal, Que. Electric Light Attachments.
120773 T. L. Willson and M. M. Haff, Ottawa, Ont. Processes of Producing Calcium Silicide, T. L. Willson.
120790 G. C. Beeman, T. Kelley, Winnipeg, Man. Disinfecting Apparatus.
120796 J. H. Allen, Walkerton, Ont. Wagon Brakes.
120805 J. H. Blair, Quebec, Que. Rods for cleaning rifles and the like.
120823 R. H. Crombie, Montreal, Que. Pencil Holders.
120825 J. G. Dallison, Ottawa, Ont. Cranking Handles.
120826 Ditto for Differential Gearings.
120833 F. Eldridge, Viden, Man. Machines for Generating Acetylene Gas.
120838 A. J. Faudemer, Toronto, Ont. Drenching Bridles.
120846 T. C. Grant, New Glasgow, N.S. Fountain Pens.
120855 V. W. Haydlauff, Township 1, Alta. Wagon Seat Locks.
120863 P. Hydman, Balcarres, Sask. Wagon Seats.
120872 J. Kennedy, Montreal, Que. Dredges, Excavators and the like.
120824 G. F. Lyon, Ottawa, Ont. Ash pans for locomotive boilers.
120894 J. H. McCollum, Toronto, Ont. Lead Pencils.
120895 E. D. McCormack, Toronto, Ont. Window Ventilators.
120903 H. Pocock, London, Ont. Adjustable Concrete Molds.
120905 R. Ramshaw, Milton, Ont. Wagon Gears.
120925 T. H. Tombyll, Montreal, Que. Twine.
120612 P. Jardine, Hespeler, Ont. Taps for Cutting Tapered Thread, A. B. Jardine & Co.
120627 J. F. Russell, Woodstock, Ont. Conveyers, S. E. Russell.
120659 T. J. Speight, Georgetown, Ont. Vapor Regulating Devices for Suction Gas Producers.
120665 W. Deacon, Winnipeg, Man. Churns.
120675 T. W. Ralph, North Augusta, Ont. Telephone Director Devices.
120683 F. Anton, Bender, Sask. Seed Grain Steepers.
120691 R. A. G. Cale, Paris, Ont. Plaster Board and methods of making same.
120694 J. W. Moore, Vancouver, B.C. Dredge Buckets.
120768 H. B. White, London, Ont. Engine Governors.
120779 C. Green, Oakville, Ont. Overhead Trolleys.
120730 D. S. Mitchell, Bates, Man. Compositions of Matter to be used in Street Paving.
120735 E. Pratte, Magog, Que. Step Ladders.
120736 P. L. Robertson, Toronto, Ont. Calculators.
120745 G. T. Soderstrom, Renfrew, Ont. Separators, T. A. Low.
120334 O. Poirier, St. Lazare, Que. Wagon Unloaders or the like, O. Poirier, G. Daoust, J. Benoni, A. Favreau.
120369 T. Scheie, Spy Hill, Sask. Extension Rims for Traction Engine Wheels.
120371 A. A. McIsaac, P. McKinnon, Broad Cove Chapel, Nova Scotia. Safety Devices for Mine Riding Rakes.
120374 G. E. Card, R. F. Spence, Springhill, N.S. Combination Tools.
120383 I. Berthelet, Montreal, Que. Ventilated Shoes.
120400 E. C. Leahy, Sydney, N.S. Composite Heels for Boots and Shoes.
120409 H. L. Piper, Montreal, Que. Signal Lamps.
120413 C. H. Schwalm, Alliston, Ont. Automatic Vehicle Brakes.
120416 H. H. Stamford, Halifax, N.S. Coats.
120418 Z. Strasbourg, Montreal, Que. Medical Compounds.
120433 F. H. Barwick, Montreal, Que. Fastening Devices for Metal Window Frames and the like.
120438 P. Masterson, Cobalt, Ont. Pipe and Nut Wrenches.

120449 A. F. Williamson, Toronto, Ont. Safety Appliances.
120454 J. Godin, Oak Lake, Man. Seed and Vegetable Washers, J. Godin, J. E. Colleaux.
120455 Ditto.
120469 J. Wright, Hamilton, Ont. Knockdown Stove Pipes, E. T. Wright & Co.
120478 T. Allatt, Toronto, Ont. Machines for Making Hat Rings, Rudd Paper Box Co.
120510 M. Bloom, Toronto, Ont. Pneumatic Tire Protectors.
120511 W. H. Brenner, New Westminster, B.C. Collapsible Fruit Boxes.
120512 W. C. Brown, Toronto, Ont. Auxiliary Vehicle Springs.
120523 S. J. Plunkett, Edmunston, N.B. Combined Shovels and Sifters.
120525 J. H. K. McCollum, Toronto, Ont. Internal Combustion Engines.
120527 J. M. Robertson, Montreal, Que. Prepay Attachments for Meters.
120533 H. Arnold, Newmarket, Ont. Seeding Machines.
120536 B. Bear, Berlin, Ont. Hame Fasteners.
120537 P. Brown, Chilliwack, B.C. Condensers.
120541 W. D. Delmage, Canden East, Ont. Washing Machines.
120542 C. Demers, St. Flavien, Que. Clothes Pins.
120558 W. E. Tremaine, Calgary, Alta. Horse Releasers.
120562 I. Yanowsky, Toronto, Ont. Corsets.
120566 A. Dobson, Beaverton, Ont. Grain Separators, more particularly adapted for the separating of wild oats from wheat, barley, and other grain.
120567 M. Bloom, Toronto, Ont. Vehicle Tires.

CUSTOMS RULINGS

Cream Sizing, as per sample, adapted for use as sizing in the manufacture of paper, has been ruled to be dutiable under the provisions of item 255 of the tariff. General Tariff rate, 10 per cent.

Saponified Red Oil. It has been decided that this article is dutiable under the provisions of item 711 of the tariff, at the rate of 20 per cent.

Steel Wagons, size of skein 3 1-4 x 10 inches; size of tire, 4 x 3-8 inches; height of wheels, front 28 inches, rear 34 inches, on which gasoline engines are to be mounted, have been ruled to be dutiable under the provisions of tariff item 591, General Tariff rate, 25 per cent.

Imitations of Precious Stones, for comb ornaments, are allowed entry under the provisions of item 648 of the tariff. British Preferential tariff, 7½ per cent; General Tariff rate, 10 per cent.

Prohibited Goods. Brooms from the Lee Broom & Duster Co. are prohibited under item 1206, Schedule C, of the tariff.

Reed Furniture, from Butler Brothers, Chicago, Illinois, is prohibited under item 1206, Schedule C, of the tariff.

It has been decided that fluted wood pie plates may be admitted at present without being subject to the special duty clause.

NEW COMPANIES ORGANIZED

Continental Grain Co.; capital, $250,000; head office, Winnipeg. This company will construct and operate elevators.

Canadian American Appraisal Co.; capital, $100,000; head office, Montreal; L. G. W. Guest, St. Anne, P.Q., is a director.

Golden Gate Manufacturing Co.; capital, $225,000; head office, Montreal; Williston A. Olmstead, Montreal, is a director. The company will manufacture gas and gasoline engines, motors, boilers, etc.

Star Shoe, Ltd.; capital, $20,000; head office, Montreal; J. B. Hurteau, Montreal, is a director.

The Pure Drug Co.; capital, $10,000; head office, Montreal; Edmour Bernard, Montreal, is a director.

British Canadian Lumber Co.; capital, $2,000,000; head office, Montreal; E. F. Surveyor, K.C., is solicitor.

The Thorp Varnish Co; capital, $20,000; head office, Montreal; F. H. Markey, K.C., Montreal, is solicitor.

The Bow Centre Collieries; capital, $3,000,000; head office, Ottawa; W. P. McAllister, Ottawa, is a director.

The Bell Confectionery Co.; capital, $20,000; head office, Montreal; Eugene W. Villeneuve, Montreal, is a director.

The Temiscaming Mining Supply Co.; capital, $25,000; head office, Montreal; C. M. Cotton, Montreal, is solicitor.

The Corporation, Organization and Audit Co.; capital, $100,000; head office, Montreal; E. F. Surveyor, K.C., is solicitor.

The Central Canada Meat Packing Co.; capital, $500,000; head office, Winnipeg; A. G. Carter, Winnipeg, is a director.

The New Ontario Brewing Co.; capital, $50,000; head office, North Bay; Christopher Eaton, Owen Sound, is a director.

The Duckworth Boyer Engineering and Inspection Co.; capital, $45,000; head office, Montreal; W. R. Duckworth, Lachine, P.Q., is a director.

ONTARIO.

Stewart, Smiley & Co.; capital, $20,000; head office, Port Arthur. Engineers.

The Massey Lumber Co.; capital, $250,000; head office, Pembroke; J. F. Munro is a director.

Farrell & McCarthy; capital, $20,000; head office, Toronto. Structural and architectural engineers.

Allan Hills Edge Tool Co.; capital, $100,000; head office, Galt; John Warnock Porteous, Galt, is a director.

The Canadian Arsenic Co.; capital, $500,000; head office, Belleville; W. A. Hungerford, Madoc, is a director.

Canadian Anilines & Chemicals; capital, $30,000; head office, Toronto; W. A. Rushworth, Buffalo, is a director.

The McAlpine-Richardson Co.; capital, $40,000; head office, Toronto; A. W. Briggs, Toronto, is solicitor. Clothing manufacturers.

The Woltz Moulding Manufacturing Co.; capital, $20,000; head office, Toronto; Geo. Woltz, Toronto, is a director. The company will manufacture picture mouldings.

The Standard Contracting Co. and The Sanitary Carpet Cleaner Co. have amalgamated under the name of The Standard Machine & Tool Co.; capital, $100,000; head office, Toronto.

Canadian Ferrosteel Co.; capital, $40,000; head office, Bridgeburg; Albert E. Menke, Cleveland, O., is organizer. The company will manufacture heating and ventilating apparatus, and ornamental objects of brass, bronze, steel and iron.

WHERE ENGLAND FAILS.

Mr. F. A. McKenzie writes to *The Mail*, London, Eng., under the above heading, as follows:

During the past few weeks I have been twice across the Canadian Dominion, once to the Pacific and the second time to the foot of the Rockies, endeavoring to obtain an answer to one question—Why is it that, despite imperial ties and substantial tariff advantages, England is being beaten by America in the fight for Canadian trade?

It is not because of the lack of sentiment in favor of British products. Various American manufacturers who have established branch factories in Canada were asked, not long ago, what had led them to take this course. The usual reply was that there were two reasons—the tariff, and the strong desire of the Canadian people to buy Canadian or British made goods.

Even in foreign quarters of Western towns one will sometimes notice a sign on a shop window, "Britanian Candy Parlor," with a crudely painted Union Jack underneath. The candy-store keeper is a Greek; his customers are Italians, Poles and Galicians; yet he finds the Union Jack and the British name a good business asset.

In those lines where British trade has suffered a reverse the same explanation has been given to me in all parts of the Dominion by practical men engaged in commerce. The British manufacturer has been ousted, not by the better goods of his rival, but by better business organization, better advertising, and better selling methods.

Good British Quality.

I have heard much criticism throughout Canada of British methods of trading. I have heard little but praise for the quality of British goods.

Our manufacturers, as a general rule, put their energies into turning out a good article. They produce according to their standard patterns, often irrespective of the needs of smaller markets, and then they leave their products to sell themselves. Possibly they appoint an agent at Montreal, and expect Canadian trade to come to them simply because they offer sound, honest wares.

In an ideal world they would have the trade. Unfortunately trade comes not always to the man who makes the best stocks, but to the one who pushes most persistently. The American puts even more energy in selling than in producing. He mixes molasses and baked wheat, labels it with a fancy name, and disposes of it for more than the price of the prime cuts of beef. He prides himself on his salesmanship.

I have had innumerable complaints of British lack of push, slowness in filling orders, and unwillingness to meet local wishes. It is universally admitted that some British firms are as up-to-date as the best of their rivals, but they are pointed out as the exceptions. This charge of slowness and obstinacy is believed by Canadians of all classes. No doubt it is exaggerated and often unfair. Yet it is bad for us when our possible customers regard us in this light.

A young Englishman had, among the lines he was selling in Canada, scale rulers, made in the Midlands. In England the scales run from left to right; in Canada the traveller found that people wanted them to go from right to left. Time after time he wrote asking for the change to be made. "We cannot comply with your request," the firm replied. "Even if some of your customers have been accustomed to use the scale reversed they will find our method much more convenient." In other words, the Canadians were to alter their demand to suit the seller.

"I wanted a special form of hat," said one large dealer. "I approached the British house with which I did business. It hesitated, it raised objections, it pointed out that the shape I desired was not so good as what it usually made, and it gave me to understand that it was really not anxious for that kind of order. I then wrote to an American maker asking for quotations. Three days later a traveller from New York stepped into my office with prices and specimens all ready. The demand in that one line has amounted to about twenty thousand, and naturally the American now has much of my other trade."

Lack of Enterprise.

Take another business, the sale of printing presses. Hundreds of new papers, mostly country weeklies, have sprung up in Canada during the past six years. They are printed on flat bed presses of the type made in Yorkshire. I have only seen one British printing press at work in Canada, turning out an admirable little weekly in Melville, Saskatchewan. The other machines were all American. Why? I give the answer in the words of one of the most experienced newspaper managers in Canada:

"I have been for twenty-seven years in the newspaper trade. I have been regularly visited by the Canadian representatives of United States printing machinery makers; never once by the representative of a British house. Three years ago, for the first time, I received a circular from England asking for business and hinting that we Canadians were lacking in loyalty in buying from America rather than the Old Country.

"I would have liked to tell the British maker who sent that circular why he was getting no orders. The Americans have agents on the spot who keep careful record of newspaper progress here. Their travellers make friends with us and know how we are getting on. When a city is progressing, they soon suggest that the paper there shall put in better presses. They make attractive offers of credit, they set out to prove how the new plant will soon more than pay for itself, and after perhaps two years of nursing they effect a sale. What chance has the man who relies on a circular letter against such methods as these?"

The Case of the Locomotive.

Another cause of the backward condition of British trade is the determined refusal of many of our great manufacturers to follow the American lead and set up branches in the Dominion. They are influenced in most cases by the stories of some well-known failures. These, however, can usually be traced to certain clearly marked causes, such as attempts to run the Canadian establishments on British lines, with British ideas of salary, with British foremen and British methods. One house had to withdraw after a loss of several thousand pounds because its output in the main was an imitation of American models. "If we want the American lines," said one Canadian buyer, "we go to America for them, not to people who discover them a year afterwards!"

An example of a lost connection came recently before my notice. For a long time the Canadian railways bought their locomotives in the main from England and America. Acting on the now settled policy of encouraging the manufacture of all their supplies in the Dominion itself, one of the companies approached a leading British locomotive house and asked it to start a branch in Ontario. A site was offered on specially advantageous terms, and two railways guaranteed contracts that would keep the works going for at least five years at satisfactory prices. The British firm sent out a representative, who reported favorably. Negotiations were apparently at the point of completion when there came unaccountable delays from England. It was then intimated that if it was awkward for the British house to provide the necessary capital this could be arranged through the banks. The British directors hesitated, and finally refused to go forward.

If it thought by this means to keep the trade at home it was mistaken. The works have since sprung up, but not under British direction. To-day not a single locomotive for railway purposes is being ordered by Canada from this country. I tell this story as it was told me by one of the railway kings of the Dominion.

CHANGES IN FREIGHT RATES DURING SEPTEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of September, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
E. 1533 Cancels E. 620	E. 1118	Oct. 20, '09	Classes and commodities, stations in Canada to New York and New York points.
Sup. 2 E. 1387	Sup. 2 E. 971	Sept. 20, '09	Dried fruit, c.l., from Eastern Canada to points in North-West.
Sup. 48 E. 517	Sup. 48 E. 246	Sept. 18, '09	Commodities for export, points on C.P. R. to St. John, W. St. John and Halifax.
Sup. 42 E. 1284	Sup. 42 E. 866	Sept. 16, '09	Canned goods, c.l., between various points.
Sup. 23 E. 1132	Sup. 23 E. 714	Sept. 9, '09	Commodities for export via Montreal.
Sup. 52 E. 45	Sup. 84 E.D. 475	Sept. 13, '09	Class and commodity, to points on B. & M. R.R.
Sup. 21 E. 1127	Sup. 21 E. 709	Aug. 23, '09	Commodities between various points.
Sup. 57 E. 1141	Sup. 57 E. 723	Aug. 24, '09	Building material between various points.
Sup. 92 E. 342	Sup. 92 E. 283	Sept. 27, '09	Lumber and forest products, C. P. stations to points in U. S.
Sup. 27 E. 978	Sup. 27 E. 567	Sept. 6, '09	Class and commodities, Eastern Canada to points in Ontario and Manitoba west of Port Arthur.
Sup. 5 E. 1063	Sup. 5 E. 650	Sept. 10, '09	Commodities, Eastern Canada to the Northwest.
Sup. 12 E. 1109	Sup. 12 E. 693	Sept. 10, '09	Class rates to North-west, lake and rail.
Sup. 14 E. 1111	Sup. 14 E. 694	Sept. 10, '09	Class rates to North-west, lake and rail.
Sup. 2 E. 1439	Sup. 2 E. 1023	Sept. 8, '09	Class and commodity, Eastern Canada to C. N. stations.
Sup. 27 E. 1062	Sup. 27 E. 649	Sept. 27, '09	Sewer pipe, c.l., Eastern Canada to Nelson, Fernie and McLeod.
E. 1546	E. 1131	Sept. 30, '09	Fruit, c.l., Eastern Canada to points on G. T. P. Ry.
E. 1548 Cancels E. 1479	E. 1133 Cancels E. 1064.	Sept. 27, '09	Commodities, Eastern Canada to Vancouver, Victoria and Westminster, B.C.
Sup. 94 E. 342	Sup. 94 E. 283	Oct. 25, '09	Lumber and forest products, C. P. stations to U.S. points.
E. 1538	E. 1123	Oct. 4, '09	Local switching charges.
E. 1539	E. 1124	Oct. 4, '09	Interswitching.
E. 1537 Cancels E. 956	E. 1122 Cancels E. 548	Oct. 4, '09	Absorption of switching charges at junction points.
E. 1540 Cancels E. 1329	E. 1125 Cancels E. 912	Oct. 4, '09	Absorption of switching at London, Ont.
Canadian Pacific Railway.			
E. 1543 Cancels E. 1296	E. 1128 Cancels E. 878	Oct. 25, '09	Import class and commodity, St. John and W. St. John to points in Canada.
Sup. 52 E. 12	Sup. 94 B. 15	Oct. 26, '09	Class and commodity, C. P. stations to Western U.S. points.
Sup. 25 E. 611	Sup. 25 E. 303	Sept. 28, '09	Arbitraries of connecting lines east of Montreal.
Sup. 20 E. 706	Sup. 19 E. 432	Nov. 1, '09	Commodities, C. P. stations to Buffalo, Black Rock and Susp. Bridge, N.Y.
Sup. 14 E. 1109	Sup. 14 E. 693	Oct. 4, '09	Aluminum cable, c.l., Shawinigan Falls to Winnipeg, etc.
Sup. 14 E. 1276	Sup. 14 E. 858	Oct. 4, '09	Cement between various points in Canada.
Sup. 62 E. 1141	Sup. 62 E. 723	Oct. 4, '09	Building material between various points in Canada.
Grand Trunk Railway.			
Sup. 20 E. 1240	Sup. 20 E. 12	Sept. 18, '09	Class and commodity, G. T. R. points to Montreal for export.
Sup. 4 E. 1570	Sup. 4 C.N. 36	Oct. 20, '09	Commodities, G. T. stations to points in U. S.
Sup. 21 E. 1686	Sup. 2 S. 71	Sept. 15, '09	Local switching charges.
E. 1744 Cancels E. 1560	C.V. 35 Cancels C.V. 26	Oct. 15, '09	Sugar beets, c.l., stations in Canada to Crosswell, Mich.
Sup. 25 E. 150	Sup. 25 G.B.V. 5	Sept. 15, '09	Iron commodities, between various points in Canada.
E. 1746 Cancels E. 1215	C.F. 132 Cancels C.F. 85	Sept. 25, '09	Pulpwood, c.l., between stations in Canada.
E. 1747 Cancels E. 1511	C.F. 133 Cancels C.F. 109	Oct. 15, '09	Lumber and forest products, c.l., Ottawa Div. to points in U. S.
E. 1748 Cancels E. 1734	C.F. 134 Cancels C.F. 127	Oct. 15, '09	Lumber and forest products, Ottawa Div. to Tiffin, Ohio, 20c. per 100 lbs.
Sup. 9 E. 1314	Sup. 9 C.P. 27	Oct. 18, '09	Woodpulp, c.l., Ottawa and Hawkesbury to points in U. S.
E. 1729 Cancels E. 1077	T. 4 Cancels T. 1	Aug. 31, '09	Class rates between towns west and north of Toronto.
E. 1726 Cancels E. 759	B 11 Cancels B. 4	Sept. 16, '09	Class and commodities, Buffalo to points west of No. Bay.
E. 1732 Cancels E. 1125	C.V. 34 Cancels C.V. 20	Sept. 24, '09	Beets, c.l., from stations in Ontario to Mt. Clemens, Mich.
Sup. 1 E. 1634	Sup. 1 A. 8	Aug. 30, '09	Arbitraries between Maritime Province junctions and points on connecting lines.
Sup. 2 E. 1524	Sup. 2 C. 26	Sept. 3, '09	Classes between stations Dorval and west and C. N. Q. stations.

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 14 E. 252	Sup. 14 G.R. 17.	Sept. 11, '09	Basis for through rates between G. T. points and C. N. Q. Ry.
E. 1740	C.I. 72	Sept. 8, '09	Bridge and structural iron, c.l., from Montreal and Dominion, to Edmundston, N. B., 21c per 100 lbs.
E. 1756 Cancels E. 1442	I. 80 Cancels I. 30	Oct. 25, '09	Import class and commodity, Portland to points in Canada.
E. 1754	G.I. 75	Sept. 16, '09	Old relaying rails, Cobourg to Goderich, 14c. per 100 lbs.
Sup. 11 E. 1011	Sup. 11 C.I. 25	Oct. 1, '09	Iron commodities, Welland to points in Canada.
Sup. 10 E. 1314	Sup. 10 C.P. 27	Oct. 25, '09	Woodpulp, Ottawa and Hawkesbury to U. S. points.
Sup. 45 E. 754	Sup. 45 C.D. 8	Sept. 26, '09	Cement, c.l., Ottawa to Dombourg, P.Q., 11c. per 100 lbs.
Sup. 44 E. 1210	Sup. 44 C.F. 83	Sept. 26, '09	Lumber, c.l., Sarnia to Chatham, Ont., 4½c. per 100 lbs.
Sup. 15 E. 1234	Sup. 15 G.M. 8	Sept. 25, '09	Commodities between various points.
Sup. 115 E. 1208	Sup. 115 C.D. 23	Sept. 27, '09	Building material between points in Canada.
Sup. 28 E. 1431	Sup. 28 C.X. 3	Oct. 1, '09	Mill scale, c.l., Hamilton to Brantford, 3c. per 100 lbs.
Sup. 27 E. 1431	Sup. 27 C.Y. 3.	Oct. 1, '09	Various commodities between points in Canada.
Sup. 46 E. 754	Sup. 46 C.D. 8	Sept. 29, '09	Cement and plaster, c.l., G. T. stations to various points in Canada.
E. 1757	N. 17	Sept. 30, '09	Fruit, c.l., all rail, and lake and rail, stations in Eastern Canada to G. T. P. stations.
E. 1763 Cancels E. 707	C.R. 68 Cancels C.R. 7	Oct. 30, '09	Icing charges and rules governing same.
Sup. 1 E. 1753	Sup. 1 C.V. 36	Oct. 2, '09	Apples, c.l., Port Rowan to Grimsby, Newbury, Jordan and Wainfleet, Ont.
Sup. 19 E. 1240	Sup. 19 E. 12	Aug. 20, '09	Commodities, points in Ontario to Montreal, export.
Sup. 4 E. 1325	Sup. 4 C.S. 12	Aug. 16, '09	Sugar, c.l., Montreal to Beamsville, Winona, etc., 16c. per 100 lbs.
Sup. 24 E. 1431	Sup. 24 C.Y. 3.	Aug. 20, '09	Tin cans, c.l., Hamilton to Beamsville, Winona, etc., 5½c per 100 bs.
Sup. 25 E. 1431	Sup. 25 C.Y. 3	Aug. 24, '09	Fresh fruit, H., G. & B. stations to G. T. points.
Sup. 26 E. 1431	Sup. 26 C.Y. 3	Aug. 28, '09	Castings, Galt to Aurora.
Sup. 109 E. 1208	Sup. 109 C.D. 23	Aug. 25, '09	Moulding sand, c.l., Bartonville, Ont., to various points.
Wabash R.R.			
388	9614	Aug. 23, '09	Canned goods, c.l., local points to Montreal, rail and lake.
390	9642	Sept. 23, '09	Classes, between Buffalo and local Canadian points.
Chicago and Eastern Illinois R.R.			
46 Cancels 40		Oct. 15, 09	Forest products, c.l., Western States points to Canada.
Western Maryland R.R.			
51 Cancels 49		Sept. 22, '09	Machinery and pipe, c.l., York, Pa., to Canadian points.
Sup. 9 191	Sup. 9 21	Sept. 15, '09	Lumber, c.l., Iowa, Mich., etc., to points in Ontario.
Western Trunk Line.			
A. 29 Cancels 179	39 Cancels 852	Oct. 15, '09	Linseed oil, c.l., St. Paul, Minneapolis, etc., to Canadian points.
A. 32	44	Oct. 15, '09	Lumber, sash, doors and blinds, c.l., Iowa points to Canada.
Sup. 1 A. 22	Sup. 1 8 A.	Nov. 1, '09	Agricultural implements and vehicles, c.l., points in Iowa and Illinois to Canada.
Wheeling and Lake Erie R.R.			
38 Cancels 27		Sept. 20, '09	Iron and steel articles, Cleveland, Toledo, etc., to Canadian points.
Michigan Central R.R.			
Sup. 7 1443	Sup. 7 G.F.D. 7960	Sept. 18, '09	Sugar, c.l., Wallaceburg to points on M. C. R.R.
Sup. 5 1397	Sup. 5 G.F.D. 7864	Sept. 24, '09	Class and commodity, Canadian points to New York, Boston, Philadelphia, etc., for export.
1496 Cancels 1494	G.F.D. 8102 Cancels G.F.D. 8092	Sept. 30, '09	Sugar, c.l., Wallaceburg to Cornwall and Ottawa.
Sup. 4 1397	Sup. 4 G.F.D. 7864	Sept. 28, '09	Class and commodity, stations in Canada to Boston, New York, etc., for export.
1494	G.F.D. 8092	Sept. 27, '09	Sugar, c.l., Wallaceburg, Ont., to Ottawa, 18c. per 100 lbs.
Bessemer and Lake Erie R.R.			
Sup. 1 60		Oct. 16, '09	Billets, pig iron, etc., points in Pennsylvania to Canada.
Erie R.R.			
136 Cancels 126 and 127	9361 Cancels 9102 and 9103	Oct. 13, '09	Boxboard, binders' board, etc., Lockport and North Tonawanda to Montreal and Quebec.
132	9279	Sept. 18, '09	Wooden doors, c.l., Binghamton, N.Y., to Montreal, export.
Sup. 47 1	R. 9148	Sept. 15, '09	Wire rods, c.l., Erie R.R. points to Montreal.
Cleveland, Cincinnati, Chicago and St. Louis Ry.			
185	879	Oct. 17, '09	Lumber, c.l., C., C., C. & St. L. stations to Canada.
Chicago, Milwaukee and St. Paul Railway.			
84 Cancels 75	3900 C. Cancels 3900 D.	Oct. 15, '09	Class and commodity, Savanna, Ill., to points in Canada.
Central Freight Association.			
105 Cancels 74	49 B. Cancels 49 A.	Oct. 11, 09	Class and commodity, Ontario points to Texarkana, Tex.
Lake Shore and Michigan Southern Railway.			
188 Cancels 169 and 185		Oct. 21, '09	Commodities, L. S. & M. S. stations to points in Canada.
Southern Railway in Mississippi.			
7 Cancels 1	905 Cancels 415	Oct. 13, 09	Cottonseed products, c.l., Mississippi points to Canada.

C.R.C.	R.R. No.	Effective.	Description.
Pere Marquette R.R.			
10821 Cancels 182 and 937	2764 Cancels 2429	Oct. 14, '09	Brick, clay, conduits, etc., P. M. stations in U. S. to Canadian points.
Sup. 5 940	Sup. 5 2442	July 19, '09	Sugar, c.l., Wallaceburg to Newmarket, 16c. per 100 lbs.
Sup. 4 489	Sup. 4 1248	Aug. 12, '09	Classes, P. M. stations in U. S. to P. M. R.R. in Canada.
Sup. 13 833	Sup. 13 2149	Oct. 19, '09	Class and commodity, P. M. stations in Canada to Buffalo, Boston, New York, etc.; also to Canadian points.
1086 Cancels 907	2778 Cancels 2340	Oct. 20, '09	Sugar beets, c.l., local stations in Canada to Crosswell, Mich.
Wabash, Pittsburg Terminal Ry.			
19 Cancels 11	197 Cancels 167	Oct. 10, '09	Iron and steel articles, Pittsburg, Pa., to points in Ontario.
Buffalo, Rochester and Pittsburg R.R.			
Sup. 4 2121	Sup. 4 294X	Oct. 10, '09	Iron and steel articles, Pennsylvania points to Canada.
327	2955	Sept. 21, '09	Sheet bars (steel), Buffalo to Morrisburg, $2.90 per gross ton.
Memphis Freight Committee.			
Sup. 8 3		Oct. 15, '09	Lumber, c.l., Memphis, Tenn., to Canada.
St. Joseph Valley Ry.			
3		Oct. 17, '09	Classes, St. J. Ry. points to Canada.
Bessemer and Lake Erie Ry.			
Sup. 1 95		Oct. 17, '09	Iron and steel, B. & L. E. points to Canada.
Hocking Valley Railway.			
Sup. 2 86	Sup. 2 C. 161	Oct. 11, '09	Classes, H. V. Ry. points to points on C. P. Ry.
Sup. 2 85	Sup. 2 C. 158	Oct. 11, '09	Classes H. V. Ry. points to points on G. T. Ry.
Chicago, Milwaukee and St. Paul Ry.			
Sup. 44 18	Sup. 49 G.F.D. 49561	Oct. 15, '09	Agricultural implements, car bolsters, etc., C., M. & St. P. points to Canadian points.
Chesapeake and Ohio R.R.			
161 Cancels 99	13593 Cancels 13550	Sept. 27, '09	Bark extract, c.l., C. & O. stations to Canada.
Mobile and Ohio R.R.			
Sup. 7 14	Sup. 7 A. 75040	Aug. 20, '09	Commodities, M. & O. stations to Canada.
Chicago, Indianapolis and Louisville Railway.			
55 Cancels 4 and 5	592 A. Cancels 576 and 592	Sept. 27, '09	Class and commodity, C., I. & L. stations to Canada.
Norfolk and Western Railway.			
Sup. 13 A. 30		Sept. 18, '09	Pig iron, billets, etc., N. & W. stations to Canada.
Chicago and Alton R.R.			
Sup. 3 3	Sup. 12 2000 A.	Sept. 1, '09	Commodities, C. & A. stations to points in Canada.
Galveston, Harrisburg and San Antonio Railway.			
2 Cancels	145 E. Cancels 145 D.	Oct. 1, '09	Commodities, G., H. & S. A. stations to Canada.

C.R.C.	R.R. No.	Effective.	Description.
New York Central and Hudson River R.R.			
1504 Cancels 1433	A. 14858 Cancels A. 14316	Oct. 8, '09	Classes, N. Y. C. points to stations on Can. Pac. Ry.
1473	A. 14698	Sept. 12, '09	Pig iron, c.l., Buffalo to Sherbrooke, P.Q., $2.75 per 100 lbs.
1517 Cancels 605	A. 15128 Cancels A. 4558	Oct. 29, '09	Class rates from New York and Brooklyn, N.Y., to stations on O. & N. Y. Ry.
1518 Cancels 204	A. 15129 Cancels A. 2133	Oct. 29, '09	Class rates, New York and Brooklyn, N.Y., to points on C. N. Q. Ry.
1512		Oct. 21, '09	Classes, N.Y.C. points to Kingston, Ont.
1486 Cancels 100	A. 14724 Cancels A. 645	Sept. 17, '09	Classes, N.Y.C. points to Ottawa Div. G. T. Ry.
1485 Cancels 1049	A. 14723 Cancels A. 9438	Sept. 17, '09	Classes, N.Y.C. points to Ottawa Div. G. T. Ry.
1487 Cancels 101	A. 14730 Cancels A. 666	Sept. 18, '09	Classes, N.Y.C. points to Ottawa Div. G. T. Ry.
1481 Cancels 1464	A. 14707 Cancels A. 14162	Sept. 16, '09	Asphaltum, c.l., New York to Montreal, 15c. per 100 lbs.
1488	A. 14733	Sept. 13, '09	Aluminum ingots, c.l., Massena Spgs., N. Y., to Montreal, 16c per 100 lbs.
1490 Cancels 452	A. 14756 Cancels 101	Sept. 20, '09	Classes, N. Y. C. points to points on C. P. R.
1491 Cancels 573	A. 14764 Cancels A. 4366	Sept. 23, '09	Classes, New York City to G. T. Ry. points; Montreal to Kingston via Rouse's Pt., N.Y.
A. 1492 Cancels 594	A. 14765 Cancels A. 4494	Sept. 23, '09	Classes, N. Y. C. points to G. T. points via Cornwall.
1501	A. 14842	Oct. 2, '09	Steel bars, c.l., North Tonawanda, N.Y., to Smith's Falls, 20c. per 100 lbs.
Central Freight Association.			
84 Cancels P. M. & M. C. Issues	12 A.	Sept. 15, '09	Class rates, Ontario points to points in Mich., Wis. and Minn.
97	2	Sept. 30, 09	Territorial Directory.
94 Cancels 62	3 A. Cancels 3	Aug. 7, '09	Class and commodity, Ontario points to El Paso, Tex., etc.
93 Cancels 61	1 A. Cancels 1	Aug. 7, '09	Class and commodity, Ontario points to Texas.
Sup. 9 43	Sup. 9 67	Oct. 16, '09	Class and commodity, Milwaukee, Wis., to stations in Ontario.
Sup. 3 91	Sup. 3 15 A.	Nov. 1, '09	Class and commodity, Ontario points to Southern States.
Cincinnati, Hamilton and Dayton Ry.			
204	5291	Oct. 1, '09	Brick, c.l., C., H. & D. points to Canada.
Delaware and Hudson Co.			
851 Cancels 844	F.D. 5088 Cancels 5042	Sept. 27, '09	Wire and wire articles, Wilkesbarre, Pa., to Canada.
856 Cancels 15 and 438	F.D. 5123 Cancels 2271 and 2275	Oct. 18, '09	Cement, moulding sand, etc., D. & H. stations to points on O. & N. Y. Ry.
Cincinnati, Hamilton and Dayton R.R.			
202 Cancels 9 tariffs	5280	Sept. 15, '09	Class and commodity, C., H. & D. stations to Canada.
203 Cancels 10 tariffs	5284	Sept. 15, '09	Class and commodity, C., H. & D. stations to Canada.

C.R.C.	R.R. No.	Effective.	Description.
Boston and Albany R.R.			
Sup. 2 141	Sup. 2 4107	Sept. 11, '09	Class and commodity, B. & A. stations to G. T. stations.
New York, Chicago and St. Louis R.R.			
Sup. 12 68	Sup. 2 G.F.D. 276	Aug. 16, '09	Pig iron, billets, etc., N. Y., C. & St. L. stations to Canada.
Sup. 13 3	Sup. 13 A. 4960	Oct. 20, '09	Classes, N. Y., C. & St. L. stations to Canada.
Elgin, Joliet and Eastern Raiway.			
Sup. 3 8	Sup. 3 1082 A.	Oct. 1, '09	Class and commodity, E., J. & E. stations to Canada.
Chicago, Burlington and Quincey.			
220 Cancels 202	865 C. Cancels 865 B.	Sept. 15, '09	Paper, c.l., C., B. & Q. stations to Canada.
222 Cancels 196	1753 E. Cancels 1753 D.	Oct. 20, '09	Class and commodity, East Mississippi River crossings to points in Canada.
Sup. 4 211	Sup. 4 130 F.	Oct. 20, '09	Class and commodity, St. Louis, Hannibal, Mo., etc., to Canada.
Lehigh Valley R.R.			
660 Cancels 632		Sept. 23, '09	Commodities, L. V. R. R. stations to Canada.
662 Cancels 390		Sept. 23, '09	Cement, c.l., L. V. R. R. stations to Canada.
664 Cancels 506		Sept. 23, '09	Kaolin, c.l., L. V. R.R. stations to Montreal.
647 Cancels 479-528-537		Sept. 23, '09	Pig iron, iron and steel, etc., c.l., L. V. stations to Canada.
663 Cancels 505		Sept. 23, '09	Fire clay, c.l., L. V. R.R. stations to Canada.
Sup. 45 115		Sept. 12, '09	Class and commodity, New York to Canada.
Canadian Pacific Despatch.			
G.M. 61 Cancels G.M. 48	N.Y. 8	Sept. 22, '09	Classes, New York to points in Canada.
G.M. 62 Cancels G.M. 49	N.Y. 9	Sept. 22, '09	Commodities, New York to points in Canada.
Chicago and Northwestern Railway.			
Sup. 8 71		Sept. 25, '09	Class and commodity, C. & N. W. stations to Canada.
77 Cancels 62 and 75		Oct. 11, '09	Commodities, C. & N. W. stations to Canada.
Cincinnati, Muskingum Valley R.R.			
19 Cancels 1 and 17		Sept. 15, '09	Class and commodity, C. & M. V. stations to Canada.
Bay of Quinte Railway.			
Sup. 19 271	Sup. 19 118	July 23, '09	Commodities between various points.
Pittsburg and Lake Erie R.R.			
Sup. 5 96		Oct. 1, '09	Class and commodity, P. & L. E. stations to points in Ontario.
Lake Shore and Michigan Southern Railway.			
Sup. 18 169		Sept. 15, '09	Commodities, L. S. & M. S. stations to Canada.
Baltimore and Ohio R.R.			
Sup. 19 483		Sept. 15, '09	Pig iron, billets, etc., B. & O. stations to Canada.
Norfolk and Western Ry.			
89	12174	Sept. 24, '09	Classes, N. & W. stations to Canadian points.
Pennsylvania R.R.			
Sup. 89 G.F.O. 1		Sept. 1, '09	Class and commodity, P. R.R. stations to Canada.
G.O. 143		Sept. 17, '09	Steel rails, c.l., P. R. R. stations to Montreal, $3.20 per gross ton.
G.O. 145		Sept. 17, '09	Steel rails, c.l., P. R.R. stations to Ottawa, $3.60 per gross ton.
J.J. 30 Cancels J.J. 7		Oct. 1, '09	Iron and steel articles, P. R.R. stations to Canada.
Philadelphia and Reading R.R.			
248 Cancels 175		Sept. 14, '09	Iron and steel articles, P. & R. R.R. points to Canada.
249 Cancels 223		Oct. 1, '09	Class and commodity, P. & R. R.R. stations to Canada.
Southeastern Mississippi Valley Association.			
6 Cancels 2	3 Cancels 2	Sept. 20, '09	Pig iron, Southern points to Canada.
Southwestern Tariff Committee.			
18	34	Oct. 15, '09	Class and commodity, points in Arkansas and Oklahoma to Canada.
Transcontinental Freight Bureau.			
Sup. 3 242	Sup. 3 5 E.	Nov. 8, '09	Commodities, Eastern Canada to North Pacific Coast terminals.
Sup. 6 239	Sup. 6 2 F.	Nov. 8, '09	Class and commodity, North Pacific Coast terminals to points in Canada.
Pittsburg, Shawmut and Northern R.R.			
85 Cancels 79	712	Oct. 18, '09	Clay and hollow brick, c.l., Klaumont and St. Mary's, Pa., to Canadian points.
Central R.R. of New Jersey.			
344		Oct. 23, '09	Cast iron pipe, c.l., Phillipsburg, N.J., to Valleyfield, P.Q., 22c. per 100 lbs.
Atchison, Topeka and Santa Fe R.R.			
Sup. 12 22	Sup. 12 7777 B.	Oct. 31, '09	Class and commodity, East Fort Madison, Ill., to points in Canada.
Cincinnati and Muskingum Valley R.R.			
Sup. 2 19		Oct. 18, '09	Class and commodity, C. & M. V. R.R. points to Canada.
Illinois Central R.R.			
144 Cancels 48	1898 A. Cancels E. 649	Oct. 20, '09	Class and commodity, points in Louisiana to Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

197 **Flour.**—A South African firm of general importers and agents are desirous of getting in touch with exporters of flour; quotations to be c.i.f., Durban and Delagoa Bay.

198 **Farriers' Tools.**—A South African firm of general importers ask for price lists, etc., of all kinds of farriers' tools; quotations to be c.i.f., Durban.

199 **Flour.**—A Newfoundland firm would like to hear from flour exporters.

200 **Flour.**—A large firm of importers at Shanghai, China, desires to get in touch with Canadian exporters of flour.

201 **Furniture.**—A South African firm of cabinet makers, upholsterers, etc., asks for catalogues, price lists, etc., of all kinds of school, office, and house furniture. Quotations to be c.i.f., Durban.

202 **Furniture.**—A South African firm of cabinet makers, upholsterers, etc., asks for catalogues, price lists and full information of furniture in the rough. Quotations to be c.i.f., Durban.

203 **Flour.**—A South African firm of manufacturers' representatives desires to be placed in communication with manufacturers and exporters of flour.

204 **Grocers' Sundries, Canned Goods, Etc.**—A well-known firm of wholesale grocers, etc., in Liverpool, England, desire to hear from Canadian exporters of canned goods, grocers' sundries, etc., which they might handle on commission.

205 **Groceries and Manufactured Goods.**—A Nevis firm, dealing in manufactured goods and groceries, would like to have correspondence with Canadian firms handling these articles.

206 **Groceries and Manufactured Goods.**—A merchant in Anguilla, B.W.I., dealing in groceries and manufactured goods, wishes to hear from Canadian exporters of these articles.

207 **Groceries and Manufactured Goods.**—A dealer in groceries and manufactured goods in Nevis invites correspondence with Canadian exporting houses handling these articles.

208 **Horseshoe Nails.**—A South African firm of general importers ask for price lists of horseshoe nails; quotations to be c.i.f., Durban.

209 **Lead Pencils, Pen Nibs, Stoves, Soaps, Razors, Etc., Etc.**—A firm of general merchants near Madras, India, desire to hear from Canadian exporters of the foregoing and other commodities, with a view to purchase.

210 **Leather.**—A South African firm of saddle, harness makers, etc., wish to have price lists, samples, etc., of all kinds of leather. Quotations to be c.i.f., South African ports.

211 **Leather.**—A Manchester firm wishes to correspond with Canadian manufacturers of all descriptions of leather.

212 **Maple Flooring.**—Former Canadian, now resident in London, England, is in a position to place orders for large quantities of maple flooring in the English market from time to time. Would like to establish permanent connections for supplies of this material. Is particularly anxious to make arrangements for supplies of roller skating rink floors.

213 **Nuts and Bolts.**—A South African firm of general importers ask for price lists, etc., of all kinds of nuts and bolts used in the construction of vehicles; quotations to be c.i.f., Durban.

214 **Pulleys.**—A first-class firm desires pressed steel pulleys, with interchangeable dosses, for transmission of power. Similar pulleys are made in the United States by the American Pulley Company, known as the Oneida or Phillips steel pulleys. The firm wishes control for Australia, and therefore does not care to deal with houses already represented there.

215 **Printing Paper.**—A South African firm of general importers and agents ask for samples and prices of all kinds of printing papers. Quotations to be c.i.f., Durban and Delagoa Bay.

216 **Paper.**—A Liverpool firm of paper merchants and stationers would be pleased to hear from Canadian manufacturers of paper of various kinds who seek export trade.

217 **Peanut Roasters.**—Firm of wholesale grocers in St. John, N.B., enquire for peanut roasters.

218 **Quebec Representative.**—French-Canadian commercial man with considerable experience desires to act as representative of Ontario manufacturers. Will travel from Quebec city.

219 **Quaker Oats, Rolled Oats, Oatmeal and Buckwheat Meal.**—A South African firm of manufacturers' representatives desires to be placed in touch with exporters of Quaker Oats, rolled oats, oatmeal and buckwheat meal.

220 **Steel Parts of Vehicles.**—A South African firm of general importers ask for quotations, etc., of all steel parts in connection with carriage building. Quotations to be c.i.f., Durban.

221 **Shoes.**—A South African firm of general importers ask for price lists of horse and mule shoes; quotations to be c.i.f., Durban.

222 **Sleighs.**—A Newfoundland firm is open to purchase sleighs.

223 **Timber, Flooring, Doors, Window Sashes.**—A South African firm of general merchants is desirous of being placed in touch with exporters of timber, flooring, doors, window sashes, etc. Quotations to be c.i.f., Durban.

224 **Tinned Meats.**—A South African firm of general importers and agents are desirous of getting in touch with exporters of all kinds of tinned meats; quotations to be c.i.f., Durban and Delagoa Bay.

225 **Trade with Panama.**—Canadian, with well established business as forwarding agent in New York City, writes from Panama that there is a good market there for Canadian goods. Will welcome correspondence from Canadian firms interested.

226 **Wood for Furniture Manufacturing, Varnishes, Etc.**—Manufacturers' agent of wholesale importers in Venice, Italy, desires to hear from Canadian firms who can export the above goods to Italy.

227 **Wood Goods.**—One of the leading timber brokers and agents for shippers of European wood goods in Dublin, Ireland, desires to hear from Canadian manufacturers of hardwood lumber flooring, doors, and various other wood goods.

228 **Wood Pulp.**—A prominent firm of importers of wood pulp are anxious to make arrangements for supplies of this material for the Spanish market. Could use both mechanical and sulphite varieties. Good opportunity for business.

229 **Wooden Handles and Various Other Wooden Goods.**—A first-class manufacturers' agent, with excellent connections, desires to hear from Canadian exporters of the above goods, with a view to securing their representation. Can place orders direct from time to time.

230 **White Pine Lumber, "Uppers."**—One of the best known firms of timber dealers in England desires to purchase carload lots of pine uppers and other lumber. References.

231 **Wrapping Paper and Bags.**—A South African firm of general importers and agents ask for samples and prices of all kinds of wrapping papers and paper bags; quotations to be c.i.f., Durban and Delagoa Bay.

232 **White and Colored Duck.**—A South African firm of general importers ask for samples and price lists of all kinds of white and colored duck, 54-inch and 72-inch wide, and 10-oz. and 12-oz. in weight, suitable for carriage, motor car and ricksha hoods; quotations to be c.i.f., Durban.

(Continued on page 329.)

THE HAMILTON CONVENTION

Successful Annual Meeting of Canadian Manufacturers Association.

THE Hamilton Convention will stand out in the annals of the Canadian Manufacturers' Association as the most successful of all its many annual meetings. The registration was large and representative, comprising manufacturers from one end of Canada to the other. Every line of manufacturing industry was represented by the men most interested in it. From such a conference broad and sane discussions were assured.

Nor were expectations disappointed. The pre-eminent feature of the meeting was the excellence of the debates. Every committee report aroused keen discussions. Members who registered attended the sessions regularly and manifested a live interest in the Association's work and policy. This will be appreciated by a reference to the report of the meeting immediately following. Special attention should be called to the President's address on page 245, which is a masterly exposition of the Association's views on the leading problems of the day, besides being a comprehensive review of the year's industrial activities.

But excellent as were the business meetings, the various social functions attending the Convention were no less successful. On the evening of the first day the officers of the 13th Regiment and of the 91st Regiment held a reception in the spacious and well-equipped new armories. The guests were received by Lt.-Col. and Mrs. Moore and Lt.-Col. and Mrs. Bruce. The brilliant uniforms of the officers of the two regiments gave a dash of color to the scene which, added to the traditional fine hospitality of military men, made the function one to linger in one's memory. During the evening the band of the 13th Regiment played a delightful programme. Supper was served after the programme was completed.

A pleasing feature of the evening's programme was the presentation to Hon. Mr. J. D. Rolland, past-President of the Association, of a brass tablet to commemorate his year of office. Speeches were made by Lt.-Col. Moore, Lt.-Col. Bruce, Mayor McLaren, Mr. R. Hobson, Mr. John Hendry, Mr. Wm. Cauldwell and Mr. Cyrus Birge, while Hon. Mr. Rolland spoke briefly in expressing his appreciation of the honor conferred upon him.

On the second evening a most successful smoker was held at the Royal Hamilton Yacht Club. The chair was taken by Mr. R. A. Duncan, and to him is due the good fellowship which marked the occasion.

On the same evening a theatre party was given at Bennett's in honor of the ladies. It was largely attended.



THE ARMORIES, HAMILTON

Where the Officers of the 13th and 91st Regiments entertained the C. M. A.

The boat trip on Thursday afternoon was also a most enjoyable function. For two hours and a half the party was taken around the harbor and out in the lake on a delightful cruise.

These were the public entertainments. Privately, the utmost hospitality prevailed. Many of the Hamilton manufacturers opened their homes to guests. The clubs extended the courtesy of membership. Nothing was left undone in the way of entertainment.

Finally the banquet, to close the Convention, was a magnificent success. Three hundred manufacturers sat down to enjoy the menu and programme provided by the Banquet Committee. Seldom, if ever, has there been such a happy combination of good service, good music and good speeches. There was no mere formality about the words of appreciation spoken by Mr. Cauldwell at the conclusion of the speeches. It was enjoyable every minute of the time.

It would be invidious to mention any names in special appreciation of an entertainment into which every member of the Association in Hamilton threw himself heart and soul. Of the committee in charge, Mr. R. Hobson was Chairman, Mr. C. A. Murton was Secretary, Mr. C. R. McCullough was Assistant Secretary, and Mr. W. R. Dunne was Treasurer. On their shoulders rested the responsibility for the success of the Convention. To them, to no small degree, must be accorded the praise for its success.

The following pages contain a verbatim report of the proceedings, including reports of standing committees and discussions thereon. In the reports will be found a complete and detailed statement of the work carried on in the various departments of the Association.



On the Modjeska.



Copyright, Ont. Eng. Co. View of Hamilton.

THE ANNUAL CONVENTION

Proceedings of the Thirty-Eighth Annual Meeting of the Canadian Manufacturers Association, held in the Conservatory of Music, in the City of Hamilton, Ontario, on Tuesday, Wednesday and Thursday, September 14th, 15th and 16th, 1909.

ON Tuesday, September 14th, at 2.30 p.m., the President, Mr. R. Hobson, of Hamilton, took the chair, and said: Gentlemen, in declaring the Thirty-Eighth Annual Convention of the Canadian Manufacturers Association open for business, I would like to say one or two things. The first is that we will open all meetings sharp on time. To-day we have allowed a little latitude owing to the fact that some of the members came in by the 2.15 train from Toronto, but in future all meetings will be opened on time.

With regard to the Press, we welcome them here, and we trust that they will treat us in a kindly way and report the decisions arrived at fairly. However, we think it is hardly necessary for them to report some of our reasons for arriving at those decisions; and it may be that at certain times we will request them to withdraw. I am sure they will be quite willing to do that, and we will give them the fullest possible information.

The next thing is the appointment of scrutineers, and if there are no objections, I will appoint F. P. Megan, D. B. Gillies, and Dakers Cameron, of the Head Office Staff, as scrutineers of the ballots.

The next order of business is the minutes of the Annual Meeting of 1908. I presume you will take those as read.

I shall be glad if Mr. Hendry, Mr. Rowley, Col. Gartshore, and Mr. McIntyre will kindly take seats on the platform.

The first report is that of the Secretary.

The Secretary, Mr. G. M. Murray, presented and read his report as follows:

REPORT OF THE SECRETARY.

IN submitting herewith my third annual report as Secretary of your organization, I am happy to be able to state that the year under review has been marked by continued activity and progress in all branches of Association work.

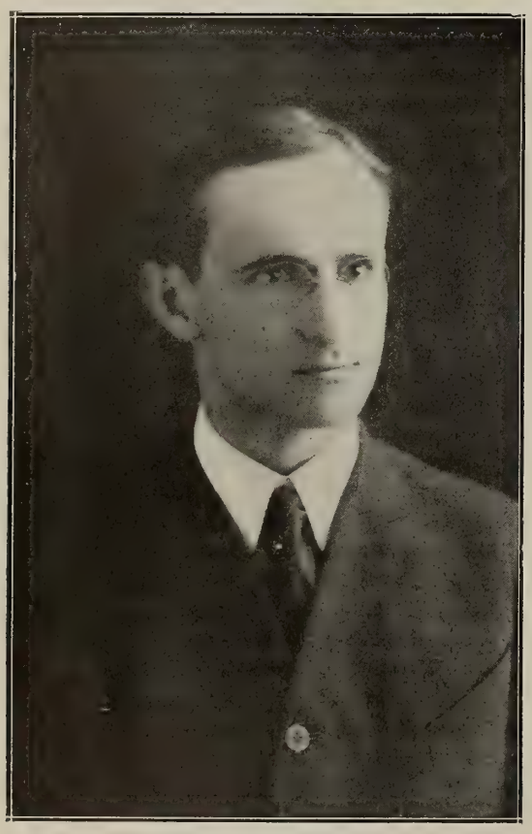
Prominent Features.

The Tariff Committee for the first time is able to show a long list of tangible results accomplished. Valuable as its work may have been in former years, in influencing the trend of tariff legislation, its services to-day are of that direct and practical kind which cannot fail to merit your appreciation and approval. The Transportation Committee in securing the adoption of an improved Bill of Lading has earned for itself the gratitude of every shipper in the Dominion; indeed, had the Association accomplished nothing else during the year, it would have more than justified its existence by the successful conclusion of this one task. The Insurance Committee, with commendable zeal, has heightened the usefulness of its Department by placing at the disposal of members thoroughly efficient services in engineering and inspection. The Parliamentary Committee, no longer content with acting on the defensive, has begun to work for greater uniformity in all matters of Provincial Legislation affecting the business and commerce of the country. Owing to a series of unforeseen events, the Technical Education Committee has been able to do little more than mark time, but the recommendations it now has to make should, if adopted, infuse new life into the whole agitation for an adequate system of industrial training. INDUSTRIAL CANADA, bigger, brighter, and better than ever before, has just completed the most successful year of its existence, while the Reception and Membership Committee, after a hard and persistent campaign, is able to report a net gain of 171 in the Association's numerical strength. For a year of comparatively hard times, this speaks volumes for the appreciation our work is meeting with among the manufacturers of the Dominion, and should be to us a source of hope and inspiration for the year to come.

But while it is fitting that the introductory report of this Convention should summarize thus briefly the outstanding characteristics of the year we have come together to review, it would be a waste of time for me to anticipate any further what is so fully set forth in the reports before you. With your kind permission, therefore, I will follow the precedent laid down a year ago, and devote the few minutes at my disposal to a discussion of future needs, with particular reference to certain matters which seem to me to be of very present importance.

Trade Index.

My first suggestion relates to the Trade Index. You may remember, that in my last report, I expressed the view that the Association was becoming too big and too broad-minded to continue publishing a supposed directory of Canadian manufacturers, which did not include non-members. For reasons that are explained in the report of the INDUSTRIAL CANADA Committee, the time was thought to be inopportune for enlarging the scope of the publication this year. By next spring, however, the general trade situation should have improved to an extent that would make the objections of the above-mentioned Committee inoperative, and I am convinced that we would be neglecting a valuable opportunity, not only of effective service in the interest of Canadian trade, but of financial profit to ourselves as well, if we did not take steps to prepare a thoroughly reliable and exhaustive guide for the use of buyers of Canadian-made goods. There is no



MR. G. M. MURRAY,
General Secretary.

publication in the country to-day which measures up to my ideas of what such a guide should be. I would have it include every *bona fide* Canadian manufacturer and exporter, whether a member of the Association or not, whether he contracted for advertising or not, whether he subscribed for a copy or not. I would have the classification prepared under the direction of Committees comprised of men experienced in the various lines of trade, so that the proper grouping and arrangement of the hardware list, the machinery list, the leather list, the textile list, etc., might be arrived at. Besides the classification I believe it would be a decided advantage to have the guide include an alphabetical list of manufacturers with a brief description of the business of each. It would also be found a convenience to group them according to location. This latter, it may be noted, would do away with the necessity of our present membership list. I would have indexes and introductions in the principal foreign languages, and issue the whole in book form with a substantial cloth binding. The Trade Index of 1906, incomplete and out of date as it now is, still occupies a place in the office library of nearly every Canadian business man who received it, simply because it is a respectable-looking book, and apparently too good to throw away, but the chances are all against the Trade Index number of INDUSTRIAL CANADA being kept beyond a few months at the most. A directory of the kind I have described is a necessity in our own office, and I have no doubt it would prove a valuable acquisition to any business office in the country.

I am aware, of course, that it might not be to the financial interest of INDUSTRIAL CANADA to divorce the Trade Index from it, but there are ways of minimising the loss to a point where the paper would suffer very little, if any. Nor need there be any objection to an exhaustive directory on the ground that it would deprive the Membership Committee of one of its most effective arguments in inducing manufacturers to join, for, by the use of heavy and light face type to differentiate between members and non-members, we would still make the outsider feel that it would be to his advantage to come in. These, however, are minor considerations, the main point being that the Association should endeavor to constitute itself a source of authoritative information respecting the products of Canadian factories, and the only way to achieve this end is for it to collect and classify the information itself.

Legal Department.

My next suggestion is that we should waste no time in establishing a Legal Department as a regular branch of Association work. Just as the Transportation Committee, Insurance Committee and the Tariff Committee have all found it not only helpful, but absolutely essential, to have a department of their own, with an expert in charge to attend to the technical details connected with their work, so is it year by year becoming more necessary for the Parliamentary Committee to have professional assistance if it is to give members in legal and legislative matters the service they are entitled to. The truth of this statement has been borne in upon me more convincingly than ever during the past year. Scarcely has a day passed without some point being raised upon which a legal opinion would be valuable; never has a meeting of the Parliamentary Committee been held when action did not have to be postponed on some matter by reason of the lack of information which a lawyer might have supplied. Were the Association to keep running to its solicitors every time it needed information or every time advice would be valuable, it would quickly pile up expenses beyond its ability to pay, but if, like the National Association of Manufacturers in the United States, it were to organize a legal department and put a capable lawyer in charge, it would add tremendously to the efficiency of its service without involving itself in any immoderate expense. Such an officer could make himself invaluable in many ways. He could prepare all matters for submission to the Parliamentary Committee in such a way that they would be disposed of promptly; he could draft and arrange for the introduction of bills, both Federal and Provincial, which the Association might be interested in having enacted; he could advise with members who might have occasion to enquire about their rights and obligations under the laws of the various Provinces; he could follow closely and report through INDUSTRIAL CANADA upon all litigation of direct interest to employing and business interests. He could prepare for the guidance of members a pamphlet on Extra Provincial Corporation Law as in force in the different Provinces; he could instruct them fully as to the varying regulations dealing with liens; he would be a fountain of information about systems of assessment, licensing and taxing of every sort; in brief, his services would, in my opinion, be in more constant demand by the average member than those of any other officer on the staff.

The expenses of such a department could not, of course, be met out of our present income, for we are now spending all that we earn, but if the Association would only make up its mind that a department under the charge of a lawyer is necessary for the successful prosecution of its legislative and legal work, I doubt not that the ways and means would be speedily arranged.

Finances.

In this connection I desire to offer a few remarks on the subject of the Association's finances. I have just stated that we are now spending all that we earn. As a matter of fact, last year we spent considerably more than we earned, for besides our regular programme of work certain opportunities for useful service presented themselves, of which it was thought well to take advantage, and the outlays occasioned thereby made it necessary for us to draw upon our reserves. But even without these unusual outlays the situation is one which we can ill afford to regard with complacency, for, far from being content to live within our income, we should make a determined effort to lay something aside each year against the rainy day when some great need will overtake us. As our organization grows in strength and importance, the field of possible usefulness before us keeps steadily widening, and unless we prepare ourselves, not only for useful extensions of our regular service, but for emergencies as well, we expose ourselves to criticism from within and to attack from without. I believe, therefore, that the time has come when, as an organization, we should realize just where we stand financially, and endeavor to provide ourselves with resources adequate to future needs.

In casting about for some means of augmenting our revenue, three suggestions readily present themselves. The first is that we should raise the annual membership fee, or else adopt a more graded scale of fees, which would perhaps accomplish the same purpose. At present the member employing up to 50 hands pays $10; from 50 to 100 hands, $15; and 100 or more hands, $25. Now these fees might, for example, be rearranged so that the $10 fee would apply to members employing up to 40 hands, the $15 fee for those employing from 40 to 75, a new fee of $20 for those employing from 75 to 150, a $25 fee for those employing from 150 to 300, with further graduations for those employing still larger numbers. Personally, I think we should exhaust every other means before resorting to this expedient. It is thought by some that we should go a step further and raise the minimum fee from $10 to $12, or perhaps to $15. This, I think, would be a serious mistake, for I am satisfied it would have a decided tendency to reduce our membership, particularly among the smaller firms whom, after all, we should be most anxious to retain, for most of them will grow, and it is the small manufacturer of to-day who becomes the big manufacturer of to-morrow.

The second suggestion is that we should secure the required increase in our revenue by enlarging our membership. This, of course, is most desirable from every point of view, and I shall revert to this subject later on. Meanwhile I simply wish to state that as a means of helping us to new undertakings a larger membership is a doubtful aid, for it adds to our expenses in about the same proportion that it adds to our revenue.

The third suggestion is that we should make charges for certain kinds of services rendered, following in this respect the example of the Insurance Department. To illustrate my meaning, I might state that the assistance of our Transportation Manager is frequently invited by members in effecting a settlement of long outstanding claims against the railway. A firm who have been carrying an item of this kind on their books for a year or more would probably be only too pleased to pay the Asscciation a commission of 10 per cent. in order to get it cleaned up. Similarly the Manager of the Tariff Department has, in a number of cases, drawn the attention of individual members to the fact that they were entering their materials at unnecessarily high rates of duty, or that they were neglecting to profit by the regulations relating to drawbacks, with the result that they have been able to effect large savings and frequently to have their claims for drawbacks or for the refund of excess duty recognized by the Customs Department. Those who have benefited in this way should also be only too pleased to pay the Association a fee. The aggregate that might be collected by these and similar tolls should form a very substantial increase to our revenue. To my mind it offers the best solution of the difficulty at present confronting us, and I would respectfully commend it to your careful consideration.

Membership.

Now, in conclusion, just a few words with regard to our membership. To me personally the results of this year's campaign are most gratifying. You may remember that in my last annual report I estimated there were 500 eligible and desirable manufacturers still outside of the Association whom we should make every effort to bring in. I undertook at that time to see that at least half of the 500 were secured before the close of another fiscal year. The actual number of applications passed was 294. Some may be inclined to judge from this favorable showing that the task of securing applications is an easy one. I can assure you, gentlemen, that it is not, for it is only the hardest kind of hard work on the part of members of your staff that has enabled you to congratulate yourselves to-day on such satisfactory progress.

For the coming years I do not feel justified in making so liberal an estimate. Every member added to our roll means one less in the field that is left for us to work upon, so that our present successes become the cause of future failures. Could I but count upon a little active assistance from each of you who are in attendance at this Convention, I know that the showing for 1909-10 would eclipse all previous records. Heretofore, with very few exceptions, our members have displayed a most regrettable indifference when appealed to on occasions like the present to do a little missionary work for their organization. Why this should be so seems difficult to understand. The Association is one which you are all proud to belong to. You must all recognize that with a bigger and stronger membership its influence would be increased and its opportunities for usefulness would be improved. As business men you all understand how desirable it is to distribute your fixed charges over as large an output as possible, hence you must admit the advisability of spreading the Association's fixed charges, such as rent, salaries, legal and travelling expenses, etc., over as large a membership as possible, for just as the one reduces the cost of production so the other enhances the value of the services rendered.

I would appeal, therefore, to each one of you to lend the staff and the Membership Committee a helping hand during the coming year. Forget for the time being that what is everybody's business is nobody's business, and make the strengthening of the Association your particular and especial care. Check over the list of manufacturers in your home town, check over the list of those from whom you buy your material, and wherever you find a manufacturer that is not a member, invite him, urge him, yes, force him to join the Association. The office will at all times gladly supply you with ammunition in the shape of arguments, and supplement your efforts in any way you think desirable. I ask you again, will you do it?

Respectfully submitted.

G. M. MURRAY,
Secretary.

The President: Gentlemen, you have heard the report of the Secretary. It will be in order now for some member to move the reception of the report, and the usual custom is to refer it to the Executive Council.

Hon. J. D. Rolland: This report is a full one of the work done by our Association during the past year, and it is with much pleasure that I move the reception of the report, and that it be referred to the Executive Council.

Mr. Picard: I have much pleasure in seconding the motion, and I wish to thank our Secretary, Mr. Murray, for the elaborate report he has given us.

Organization of Legal Department.

Mr. R. J. Younge: Mr. President, might I make a suggestion with regard to the adoption of this report, which I think the Association will find useful, and that is that the Secretary should submit at the first meeting of the new Executive Council a plan for the organization of a Legal Department; that



MR. C. A. MURTON,
(Canada Ready Print Co.)
Secretary Hamilton Committee

means an estimate of the cost, and a plan for the operation of the Department, and, if it arises, an estimate of the revenue to be derived. I make this suggestion that the matter should come up at the first meeting of the new Council, because of the fact that we will probably have another session of the Dominion Parliament in November of this year, and if this matter is to become a fact and part of the working of the Association in the coming year, I think it is important that it should be dealt with at once. The Secretary urged this matter upon the Association in his report a year ago, and I think the conditions since that time have shown that such a Department will be a very useful one; in fact, it has come now to be almost a necessity.

I do not know whether the mover and seconder of the adoption of the report will incorporate that in their motion, but I would be glad to make that suggestion.

Hon. Mr. Rolland: I will add, with pleasure, to my motion the question of having a Legal Department of our Association founded.

Mr. Gourlay: Mr. President, having been associated with the Parliamentary Committee for some years, and in that capacity coming into contact with the work which would fall naturally under a Legal Department of the Association, I may say I am heartily in sympathy with the move in that direction. Within the last few years we have probably had more legislation on the part of the Provinces looking towards taxes of one nature and another as against trade and trade matters, than we have had previous to that. It seems to be the desire of every Province, with the growth of the Province, to reach out after a larger income, and one of the easiest means of raising an income is to tax corporations doing business within their borders.

There is also frequently coming before the Parliamentary Committee matters relating, as you will see in the report, to every possible condition that affects the business man. I am of the opinion that a very large proportion of the members, certainly those members who have already taken advantage of the opportunities for knowledge and help that the Association has given them, would be glad to avail themselves of a properly organized and effective Legal Department. The questions in regard to Provincial taxes and lien acts, and all the other matters the Secretary referred to, are sometimes outside of the province and knowledge of our own solicitors. We go to them, and they tell us that we will have to look at the Statutes, or write to the Province. If we had a really capable legal organization to which we could go, with some fixed understanding as to fees, it could, in time, be made a profitable part of the organization, and not only a profitable, but a necessary part.

Careful Consideration Necessary.

I am not altogether in favor of Mr. Younge's suggestion. It is a little too early to admit of looking into a Department of this kind. It cannot be done in a minute, nor should it be done without the full concurrence of the Finance Committee, and therefore, if Mr. Younge would leave it in the hands of the Executive, or leave it in the hands of the Officers of the Association, the Finance Committee and Parliamentary Committee, to make it a matter of discussion and arrangement, and report to the Executive as soon as they see in their judgment that they have got a plan sufficiently well matured to offer, that would be the best way to arrive at it. It might be that in the state of the finances, we would not think it prudent to do it this year, but we might lay the foundation for doing it some other year, as it is really a necessity in the work of the Association. Let us not merely have the matter come up in a small committee meeting, or in the Association, and then go before the Council when a great many other things are before us, when things are done in a hurry, but let it be thoroughly threshed out, and then come before the Council, and we will probably arrive at a wise judgment.

Mr. Younge: If I may speak for a moment, I might say my only object in making the suggestion to you was that this matter should not be postponed unreasonably. It often takes time, and I fully appreciate what Mr. Gourlay has said with regard to the care that should be taken in the organization of the Department, but I had the thought in mind that if some report on some plan could be submitted at the first meeting of the Executive Council we would be sure of some immediate steps being taken. I will be very glad if Mr. Gourlay will make a motion embodying his ideas—I don't think we differ at all—and I will be pleased to second it.

Mr. Gourlay: I move that this matter be referred to the Executive of the Association, together with the Finance and Parliamentary Committees, and that they bring in a report on the matter to the Council at the earliest possible date.

Mr. Younge: I have pleasure in seconding that motion.

Mr. Gourlay: As I understand the Executive, it is the President, Secretary and Chairman of the Standing Committees; the Advisory Board is probably the proper term to use. I would change my motion to read the President, and the Finance and Parliamentary Committees.

Mr. Henderson: I will move in amendment that the report be referred to the Executive Committee with power to take action.

(There was no seconder to this amendment).

Special Committee Appointed.

Mr. Tindall: As a member of the Finance Committee, and knowing somewhat of its workings, I would suggest this change, and put it in the form of a resolution, that a Special Committee be appointed (I don't know why this meeting now should not appoint it) composed of a certain number of the Parliamentary Committee and Finance Committee and anyone of the others, to specially take up this subject, and then report to our Executive Council. I think those who have attended the Executive Council from time to time know that with the immense amount of matter that is brought before the Council they have not time to consider it; and I don't think, if you look at the small number of the Executive of the Association, you will get a broad enough view. I think the matter would be better digested by a Special Committee who would devote their whole time to it, and then submit it to the Executive Council. I will put it that way as a motion if anyone will second it.

Mr. Gourlay: I would be in favor of Mr. Tindall's motion, and would therefore withdraw mine, and agree that the motion made by Mr. Tindall, which will be seconded by Mr. Younge, be put to the meeting.

The President: Mr. Tindall, will you state your motion?

Mr. Tindall: Mr. Gourlay and I are practically agreed; the only difference I have with him is that he proposes a Committee composed of the whole of the Parliamentary Committee and Finance Committee. I think you get too large a Committee to get a good result, but I think a Special Committee should be appointed consisting of certain selected members from the Parliamentary Committee and Finance Committee, and any one of the other Committees interested in this subject, and have that Committee report to the Executive Committee.

The President: As I understand, your motion is that the matter be referred to a Special Committee selected from among the members of the Parliamentary and Finance Committees, with instructions to report at the earliest possible moment to the Executive Committee.

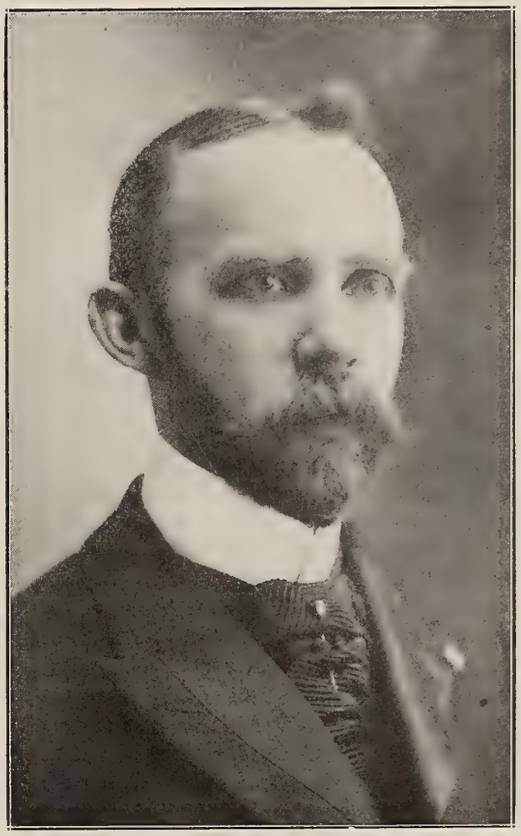
Mr. Gourlay: In supporting that motion, I would like Mr. Tindall's concurrence to allow the members of that Committee to be appointed by the incoming President.

The President stated the motion as follows: Moved by Mr Tindall, seconded by Mr. Younge, that a Special Committee, selected from among the members of the Parliamentary and Finance Committees, be instructed to investigate and report at the earliest possible moment to the Executive Committee on the advisability of establishing a Legal Department, the members of that Committee to be appointed by the incoming President.

On the motion being put to the meeting, it was adopted.

The Question of New Members.

Mr. Rowley: Mr. President, I would like to say a word or two about one clause in the report of the Secretary, and that is with regard to the membership. I think that is, perhaps, the most valuable part of the Secretary's report, and the part that is probably, I am afraid, not going to be given the attention it ought to be given. I would like almost to have it read over again so as to impress upon the members here the necessity of increasing our membership. It is surprising what each member can do if he would act upon the few lines of advice that Mr. Murray has given. Every member of this Association can certainly add one more member; many can add eight or ten; and if we will only take hold of the matter in the way it ought to be taken hold of, not only getting our friends to become members, not only getting those who are in the same line of trade and manufacture with us, but those from whom we buy, and those to whom we sell (and it is often from amongst those from whom we buy we can most easily and consistently add to the membership in this Association) we will be able to increase largely the membership; and I do hope that when you come to read Mr. Murray's report in INDUSTRIAL CANADA, where it will be printed, that every man will take his pen in his hand and not leave off the work until he adds one at least, if not ten members to the Association. Mr. Murray says we added 294 members last year. There is no reason



MR. C. R. McCULLOUGH
(Ontario Engraving Co.)
Assistant Secretary Hamilton Committee.

why we should not add at least 200, if not 300 this year. The officers of the Association have done splendid work, but they cannot be expected to do it all, and they are not looked upon in the same light in soliciting additions to the membership as we are ourselves. If everyone will come out and do something of that sort you will be surprised at the result next year.

Mr. McCullough: Allow me, Mr. President, to move a resolution referring that part of the Secretary's report dealing with membership to the incoming Membership Committee, instructing them to evolve some plan whereby this matter might be properly handled. I have much pleasure in moving it if Mr. Rowley will second it.

Mr. Rowley: I will, with pleasure, but I don't think it is necessary.

The President: Do you desire to let your motion stand, Mr. McCullough?

Mr. McCullough: Yes. I believe all the members of the Association might co-operate by enclosing with their corres-

pondence to those who are not members, a slip soliciting membership.

Mr. Burton: Wouldn't you add to that the devising of some means for increasing the income?

The President: The Membership Committee has no authority over the question of fees; that would have to be dealt with by the Executive as a whole. I think you can trust the incoming Executive to take up that question very vigorously.

The President put the motion, which, on a vote having been taken, was declared carried.

The President put the motion to adopt the report of the Secretary, which, on a vote having been taken, was declared carried.

The President called for the report of the Treasurer, which was presented by Mr. Booth.

Mr. Booth presented the financial statement as follows:

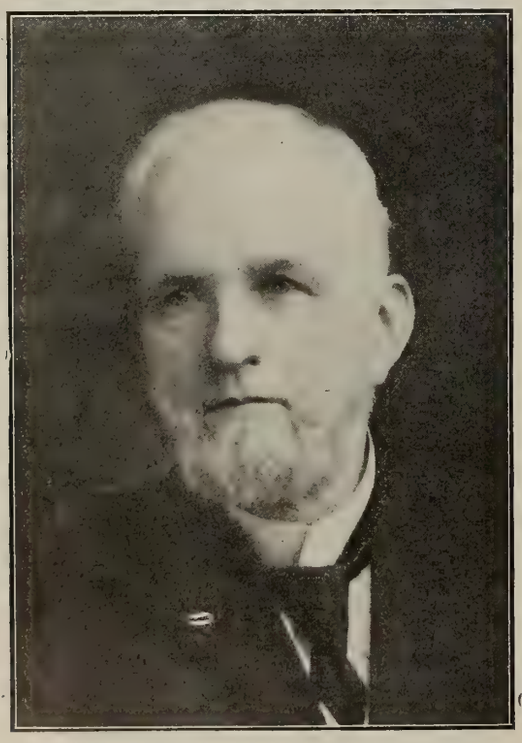
TREASURER'S REPORT

THE financial statement is in your hands, and it is therefore unnecessary for me to read it in detail.

I call your attention to the reduction in our surplus assets from $21,945.03 to $16,000.06.

The receipts of cash from all sources during the year amounted to $52,250.09, being an increase over any previous year of $3,422.32.

Our revenue for the year, consisting of $28,899.13 from members' fees, $717.23 for interest, sundry small amounts of cash $16.85, and the surplus shown by INDUSTRIAL CANADA $3,491.71, amounted in all to $33,124.92, and our disbursements



MR. GEO. BOOTH
(Booth Copper Co.)
Treasurer Canadian Manufacturers Association.

to $39,069.89, an excess over our receipts of $5,944.97, which has reduced our surplus of last year by this amount, but if we deduct from our disbursements the unusual items of expense, all of which were recommended and authorized by the Executive Council, our regular expense for the year is shown as $32,009.89, making our revenue $1 115.03 in excess of our disbursements.

The handsome profit on the year's business shown by the INDUSTRIAL CANADA Committee of $3,491.71 reflects great credit on the management of that journal, which now is one of our most important assets.

Presuming that we shall during the current year increase our membership considerably, and that INDUSTRIAL CANADA will, under the new committee, follow in the lead set them by last year's committee, I feel justified in estimating the revenue for 1909-10 at $33,500, disbursements $32,500, surplus $1,000.00.

My estimate for disbursements includes expenditure for new undertakings up to $1,000.00.

As usual your Finance Committee have been very careful in the supervision of the funds entrusted to them, and the office work has been well attended to, making the duties of your Treasurer not at all onerous, but a pleasure.

AUDITOR'S REPORT.

Balance Sheet, as on 31st July, 1909.

Liabilities.

Fees paid in Advance and Unearned..		$ 8,213.28
Accounts Payable.		
Commercial Reports.....	$ 2.00	
Expense	238.95	
Industrial Canada.....	1,806.87	
Tariff Department.....	3.95	
Translations	.50	
Engine and Boiler Section.....	354.88	
Transportation Department.....	6.46	
		2,413.61
Reserve for Depreciation, Furniture and Fittings.....		598.78
Balance Surplus Assets.....		16,000.06
		27,225.73

Assets.

Fees Owing—Accrued Due.....		220.88
Furniture and Fittings.....		3,993.91
Advertisements Accrued, Due and Owing as on 31st July, 1909.....	6,917.85	
Accounts Owing acc't Commercial Reports	16.00	
Accounts Owing acc't Translations...	9.60	
C. M. A. Mutual Insurance Cos.....	2,000.00	
	8,943.45	
Less Reserve for Bad and Doubtful Debts	1,000.00	
		7,943.45
Interest Accrued.....		46.23
Investment Account—as per Schedule D		9,193.12
Expense Inventories.....		92.22

Cash on Hand	393.33	
Cash at Bank—as per Pass Book	$6,968.43	
Less Outstanding Cheques	1,625.84	5,342.59
		5,735.92
		27,225.73

Audited and found correct.

WILTON C. EDDIS & CO.,
Chartered Accountants.

Revenue Account, for 12 Months ending 31st July, 1909.

1908. July 31. By Balance		$21,945.03
1909. July 31. To Expense—as per Schedule "A"	$21,779.54	
" Commercial Reports	6.61	
" Legal Expenses	9,068.65	
" Annual Meeting	1,081.09	
" British Office	124.75	
" Bad Debts	449.07	
" Tariff Department	4,607.72	
" Receptions	86.20	
" Taxes and Insurance	81.00	
" Insurance Department—as per Schedule C	1,006.69	
" Threshing Machine Section	24.07	
" Ottawa Office	112.90	
" Engine and Boiler Section	414.91	
" Depreciation Furniture, etc.	200.00	
" Winegrowers' Section	2.90	
" Woollen "	13.45	
" Pulp and Paper "	.42	
" Cement "	7.95	
" Biscuit and Confectionery	1.97	
By Membership Fees		$28,899.13
" Trade Index		10.90
" Interest		717.23
" Industrial Canada—as per Schedule "B"		3,491.71
" Jewellery Section		5.95
To Balance	16,000.06	
	$55,069.95	$55,069.95

SCHEDULE "A."

Expense Account.

Certificates	$ 168.27
Exchange	222.60
Postage	903.69
Printing and Stationery	1,054.11
Rent and Light	870.91
Salaries	5,650.31
Telegraph and Telephone	172.30
Translations	241.55
Travelling	1,738.60
Transportation Department	4,715.83
Montreal	3,002.14
Toronto	1,365.97
British Columbia	393.48
Nova Scotia	316.92
Quebec	348.96
Manitoba	357.64
Sundries	256.26
	$21,779.54

SCHEDULE "B."

Statement Showing Receipts and Disbursements of Industrial Canada for 12 Months ending July 31st, 1909.

Expenditure.—		
Electros	$494.98	
Special Literary Matter	233.00	
Postage and Distributing	1,145.13	
Printing and Stationery	8,145.29	
Rent and Light	436.64	
Salaries	5,505.05	
Telegraph and Telephone	75.60	
Travelling	431.65	
Sundries	43.93	
Receipts.—		
Advertising—Display		18,521.08
Advertising—Cards		1,382.65
Copies—Sale of		99.25
Profit for 12 Months	3,491.71	
	$20,002.98	$20,002.98

SCHEDULE "C."

Showing Receipts and Expenditure of Insurance Department for Year ending 31st July, 1909.

Expenditure.—	
To The Manufacturers' Mutual Fire Insurance Companies	$1,000.00
" Sundry Expense	6.69
By Revenue Account	1,006.69

SCHEDULE "D."

Investment Account.

Toronto General T. Corporation Special Bonds	$5,000.00
City of Toronto Bonds	4,193.12
	$9,193.12

Cash Account, 31st July, 1908, to 31st July, 1909.

Receipts.—		
Balance, 31st July, 1908		$ 7,751.97
Membership Fees	$30,447.25	
Industrial Canada	18,703.22	
Sundry Accounts Received	217.83	
Commercial Reports	130.50	
Insurance Department	754.01	
Interest	789.88	
Manufacturers' Mutual Fire Insurance Companies, Payment on account of Organization Expenses	1,000.00	
Bill of Lading	100.00	
Canadian Trade Index, 1906	37.90	
British Office	33.00	
Jewellers' Section	10.00	
Annual Meeting, 1908 (Sale of Pins)	16.50	
Suspense (Mem. Fees)	10.00	
		52,250.09
		$60,002.06

Cash Account, 31st July, 1908, to 31st July, 1909.

Disbursements.—		
Expense	$22,396.45	
Industrial Canada	15,143.25	
Insurance Department	1,058.75	
Tariff Department	4,574.07	
Annual Meeting, 1908	1,108.59	
Commercial Reports	158.39	
Legal Expenditures	9,068.65	
Sundry Accounts	182.14	
Receptions	86.20	
Furniture and Fittings	155.55	
Taxes and Insurance	95.00	
Fees Refunds	37.50	
Petty Cash	135.00	
Bill of Lading	96.14	
Ottawa Office	112.90	
Sections	103.56	
Canadian Trade Index, 1906	14.00	
		54,526.14
Cash on hand, 31st July, 1909		5,475.92
		$60,002.06

Mr. Booth: I call your attention to the reduction of our surplus assets. I fully sympathize with the remarks made by our Secretary regarding a Legal Department, and there is no doubt that, if it is thought wise by the Committee to take that step, we will find ways and means. I have much pleasure in moving the adoption of this report.

Mr. Henderson: Might we have some information from the Treasurer as to what that extra expenditure was? It seems a very large sum.

Mr. Booth: Yes, I can give that; legal expenditure for the year 1908-09:

Metallic Roofing Company	$7,060 16
Andrew J. Thompson	750 00
Working Men's Compensation Bill, Winnipeg	200 00
Nova Scotia Labor Commission	713 49
Sundry Small Items	345 00
Total	$9,068 65

Mr. Thomas: I have pleasure in seconding the adoption of the Treasurer's report.

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

The President called for the report of the Reception and Membership Committee.

Mr. George Baker presented the report.

REPORT OF RECEPTION AND MEMBERSHIP COMMITTEE

AT the Annual Meeting in 1907 and again in 1908, it was the misfortune of your Reception and Membership Committee to be obliged to report a very considerable falling off in the Association's rate of yearly growth. From the time of the reorganization in 1899 down to 1906 the average yearly increase had been 285, but with 1907 it dropped to 85, and last year there was only a net gain of 23.

This result, of course, was not attributable to any cessation of effort on the part of the Committee, nor did it follow in consequence of any decrease in the Association's usefulness. On the contrary, the Committee had worked more faithfully, if possible, than ever before, while the efficiency of the general organization had kept steadily increasing. There were, however, certain influences at work which combined to make progress very difficult, and in order that the campaign of the past year may be understood and appreciated, it is important that those influences should be briefly set forth.

Difficulties in the Way.

In the first place, it was apparent that it would only be a matter of time before the Association exhausted its possibilities in the way of membership if it continued to add to its roll at the rate of 285 per year. Its field was necessarily limited, and sooner or later a point must be reached when further growth would be possible only as the industries of the country grew in number. It can scarcely be claimed, of course, that the Association has even yet reached that stage, but year by year the ranks of eligible non-members are being reduced. Indeed, it was recognized at our Annual Meeting two years ago that for the future we must be content to make progress more slowly.

The amendments to the By-laws governing membership passed in 1905 and 1906 had the effect of further narrowing the field of the Committee's operations. Prior to that time the membership was open to any director of an industrial corporation who might care to come in as its second or third representative, and numbers of professional and financial men availed themselves of this opportunity in order to be able to participate in Association functions of one kind or another. Members of this class were never any real strength to the Association, and it is probably just as well that the doors were closed against them when they were. For a time, however, the move told heavily against the Committee, for not only were they forbidden to utilize material which had been available to their predecessors, but their hard-earned gains in the narrower sphere were actually discounted through having to accept resignations from many of the professional men previously passed, who, it may be observed, seldom maintained their membership beyond the year during which it served their particular purpose.

Following this came the depression of 1907-1908, which was the signal to firms in every line of business to commence the practice of economy. It was inevitable that the result should be reflected in the Association's membership. Applications that might otherwise have been forthcoming were postponed until the revival of business would justify the expense, while numbers of the smaller firms already in the Association reported with regret that they felt themselves compelled to resign, temporarily at least, on account of the hard times. From this depression we are now, happily, beginning to recover. During the past few months, comparatively few resignations have been attributable to the dullness of trade. On the other hand, applications have begun to come in more freely, so that in this respect the situation is considerably improved.

Two other conditions are worthy of note as tending to render the work of your Committee increasingly difficult. The first of these is that there now remain very few eligible manufacturers who can be successfully appealed to by literature or letter. The campaign of circularization was productive of splendid results in the earlier years of our reorganization, but the cream of the business has been skimmed so often that

it has been found unprofitable to pursue that plan any further. Direct personal solicitation has been for some time, and must continue to be, the principal means of securing applications. As frequently as the work of the Association will permit, members of the staff undertake active canvassing themselves, but their opportunities are necessarily limited by the volume of other business that has to be attended to.

The other point that should be mentioned is the tendency of modern business towards consolidation. Firms in the same or kindred lines of trade are slowly being compelled by the keenness of competition to join forces for the purpose of curtailing expenses. Where formerly there were two or three companies making a certain line of goods, each operating independently, there is to-day frequently but one. It follows as a natural consequence, where such amalgamations take place among members of the Association, that the two or three memberships involved are usually replaced by one. This economy is a perfectly legitimate and desirable one from the management's point of view, though from the Association's standpoint it is unfortunate, for it indicates a probable source not only of frequent numerical loss, but unless a better graded schedule of fees is adopted, of serious financial loss as well.

Results for the Year.

In view of the numerous difficulties that have had to be contended with, it affords your Committee no small degree of satisfaction to be able to report a net gain for the year ending July 31st, of 171. The total number accepted into membership was 323, of whom 275 will pay on the $10 basis, 22 on the $15 basis, and 26 on the $25 basis. As against this it has been necessary to accept the resignation of 152 members, of whom 137 paid $10, 5 paid $15, and 10 paid $25. The revenue yielded by the fees of the new members amounts to $3,730, compared with a loss from resignations of $1.695, a net gain of $2,035.

An analysis of the causes underlying the resignations should prove interesting. No less than 34 were due to failures, financial difficulties, or firms going permanently out of business; amalgamations accounted for 10 more; 3 were accepted pending reorganization, and 9 were from firms who had sold out to parties unwilling to continue the membership. Hard times were responsible for 19, works closed down indefinitely were responsible for 4 more, while death claimed another 4; 5 were cases of dissatisfaction, 26 were second memberships, and 33 were due to miscellaneous causes which in some cases it was impossible to discover. Of the total number whose resignations were accepted, 13 would be ineligible for re-election under existing regulations.

The following table affords a comparison of the membership by provinces on August 1st, 1908, and August 1st, 1909:

Distribution by Provinces.

	1908				1909			
	$10	$15	$25	Total	$10	$15	$25	Total
Ontario	936	162	210	1308	1057	162	225	1444
Quebec	378	53	125	556	370	56	121	547
Nova Scotia	70	5	13	88	68	4	14	86
Br. Columbia	50	3	16	69	80	10	21	111
New Brunswick	33	5	10	48	34	5	9	48
Manitoba	90	4	7	101	86	4	8	98
Alberta and Sask.	8	..	4	12	16	..	3	19
P. E. Island	3	..	..	3	3	..	..	3
Total	1568	232	385	2185	1714	241	401	2356

A similar comparison of the membership on Aug. 1st, 1908, and Aug. 1st, 1909, by branches instead of by provinces, is presented in the next table.

	1908				1909			
	$10	$15	$25	Total	$10	$15	$25	Total
Toronto	409	61	89	559	450	56	93	599
Montreal	289	40	93	422	281	39	95	415
Quebec City	52	3	12	67	47	5	11	63
Nova Scotia	70	5	13	88	68	4	14	86
Manitoba	90	4	7	101	86	4	8	98
Br. Columbia	50	3	16	69	80	10	21	111
Niagara	..	..	..	..	36	2	6	44
General	608	116	155	879	666	121	153	940
Total	1568	232	385	2185	1714	241	401	2356

It will be observed from the above that there have been extensive gains in Ontario, British Columbia and Alberta; New Brunswick and Prince Edward Island have held their own, while in Quebec, Nova Scotia and Manitoba the losses are comparatively insignificant, totalling only 14 altogether.



MR. GEO. A. BAKER
(Flett, Lowndes & Co., Ltd.)
Chairman Reception and Membership Committee, 1908-09.

The average fee payable for 1908, computed on the basis of the membership as it stood on August 1st, 1908, was $13.13, whereas the average for 1909 was only $13.09. This may at first seem to be a weakness, but the explanation is simply that the large manufacturers paying on the $25 basis nearly all came into the Association some years ago. It is usually the smaller firms employing up to fifty hands who are the most difficult to secure, but as they are practically the only ones now obtainable, and as they pay a fee below the average, it follows as a natural consequence that the more applications we accept from them, the lower our average fee will fall.

Acknowledgments.

Believing it is only right that credit for the year's work should be given where credit is due, your Committee wish to place on record their appreciation of the valuable services

rendered by the Assistant Secretary, Mr. H. D. Scully. It is mainly by his efforts that the gains throughout Ontario have been so large. Credit must also be given to Mr. R. H. H. Alexander, the British Columbia Secretary, for the excellent results shown on the Pacific coast. In this he was aided by Mr. Walsh and Mr. Breadner, the Managers of the Transportation and Tariff Departments respectively, who on the occasion of their trip west did a great deal towards strengthening the ranks of the Association in that territory. Mr. W. J. Bulman in Winnipeg, and Mr. Dakers Cameron in Montreal, have also done good work, though unfortunately your Committee have to some extent discounted their showing by accepting a number of resignations from their districts.

Sections and Branches.

Since last year's meeting a new Section and a new Branch have been organized. The Glove and Mitt Section, comprising some 16 members, promises to have a useful career under the chairmanship of Mr. J. J. Westgate, of Montreal. The new Branch is known as the Niagara District Branch, and includes



MR. WM. A. MARSH
(Wm. A. Marsh & Co.)
Quebec Vice-President, 1909-10.

all members in the towns of Port Dalhousie, St. Catharines, Merritton, Thorold, Niagara Falls and Welland. Its Chairman is Mr. Geo. J. Armstrong, of St. Catharines. They have already had a number of meetings, and it is mainly due to their activity that the Government refused to renew the licenses under which certain United States companies were exporting the natural gas so badly needed by the manufacturers of the Niagara Peninsula.

By-Laws re Membership.

It has been suggested to your Committee that the by-laws defining eligibility for membership were not sufficiently explicit, and that an effort should be made to redraft them in a way that would more effectively protect the Association against the admission of those who were not in the true sense of the word manufacturers. Your Committee do not hesitate to admit that cases frequently arise when they would gladly avail themselves of some hard and fast rule by which the question of eligibility could be determined; yet they believe that no matter how carefully such a rule might be drawn, there would still be cases calling for the exercise of judgment regardless of rules. It cannot be expected that the decisions in such cases will always meet with unanimous approval, for there are bound to be differences of opinion; still it will hardly be claimed that since the amendments of 1905 and 1906 the Association has suffered through any negligence or ill-considered action on the part of the Membership Committee. As matters now stand they are responsible to the Executive Council for any and every application that is accepted or rejected, and so long as the Council is satisfied that the authority is not being abused, the recommendation of your Committee would be that the by-laws be left as they are.

Eligibility of Mining Companies.

In this connection it might be stated that in December last a request was received from the British Columbia Branch for a ruling as to the eligibility of mining companies. While your Committee recognized that the membership might be considerably enlarged by opening the door to such companies, they doubted whether it would be in the best interests of the Association to do so unreservedly, for on some matters they believed it might prove very difficult to work in harmony with mine operators. The view taken was that when coking, smelting or refining was combined with mining the applicant should be deemed eligible. Rather than make a definite ruling, however, it was decided to continue as in the past, and deal with each application on its merits.

Council Meetings.

Reference was made in last year's report to the custom which has gradually grown up of having an occasional meeting of the Council in some centre other than Toronto, and an expression of opinion was asked from the Annual Meeting as to the desirability of continuing to visit about in this way. In the discussion which ensued it was apparent that there was a general desire to recognize the claims of Montreal by holding at least some meetings in that city, but it was finally decided to leave the matter entirely in the hands of the Council itself, who, it was felt, would see that Montreal was not overlooked. Out of the nine meetings held during the year, two have been in Montreal and the rest in Toronto. The reasons which make these visits desirable and at the same time undesirable, are already familiar to all, so that if, as the result of another year's experience, the Association has any further instructions to issue on the subject, your Committee will be glad to receive them.

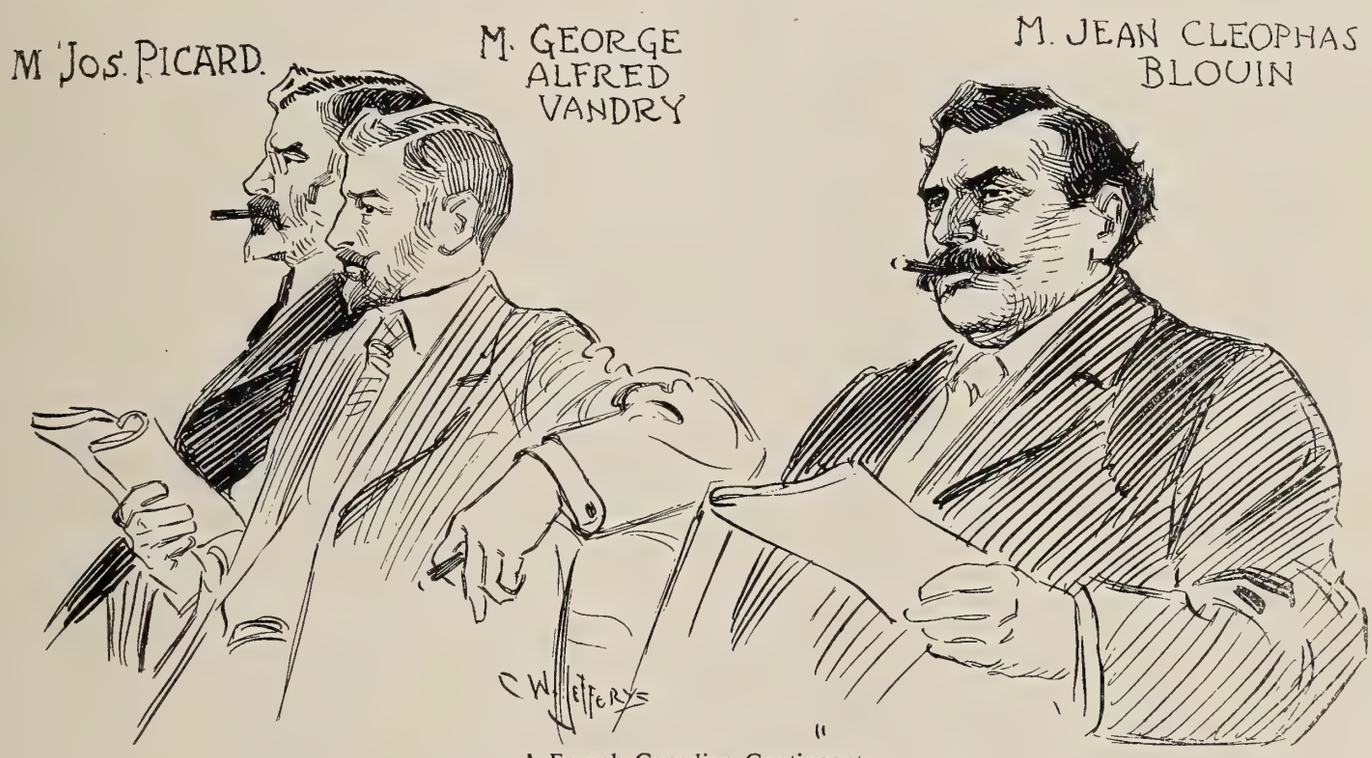
Reception of Delegates to Imperial Press Conference.

Practically the only reception tendered by the Association to distinguished visitors during the year was a banquet arranged in honor of the Australasian delegates to the Imperial Press Conference, when passing through Toronto on their way to England. Some courtesies were extended them by the British Columbia Branch on their arrival in Vancouver, but their reception in Toronto was on a more pretentious scale. Your Committee thought that the opportunity of welcoming some of the leading journalists of Australia and New Zealand, and impressing them favorably as regards Canadian resources, Canadian enterprise and Canadian hospitality, was too important a one to be overlooked, so with the valued co-operation of the Toronto Press and the Toronto Board of Trade, the visitors were given a reception at the National Club which proved most successful and enjoyable in every way. Letters since received indicate that the delegates are all loud in their praises of Canada and the Canadian people, and that they are returning to their homes determined to do what they can to strengthen the bonds which hold these scattered portions of the Empire together.

Excursions.

Immediately following the Convention in Montreal last year, a visit was paid by a number of our members to the Mac-Donald College at Ste. Anne de Bellevue, and towards the latter end of October the Toronto Branch organized an excursion to the Ontario Agricultural College at Guelph. Both these visits were highly interesting and instructive for those participating, and inasmuch as they created a great deal of enthusiasm among manufacturers for technical education as applied to farming, they cannot but be productive of real and lasting good.

It has been frequently suggested to your Committee during the year that another big excursion under the auspices of the Association would be welcomed, and Mexico and the West Indies have been mentioned as desirable objective points. While no doubt the promise of an enjoyable outing coupled with the prospects of being able to pick up some business would prompt a number of our members to join an excursion to these countries, it is felt by your Committee that, after all, the West possesses more attractions for the average Canadian



A French Canadian Contingent.

business man than fields further remote. Had the revival of trade been more general and more complete, it is possible that an effort might have been made to run an excursion through to the Coast this fall, but all things considered, your Committee thought it better to wait another year, when, provided business continues to improve, the success of such an excursion will be assured. It is recommended that the incoming Committee be asked to bear this suggestion carefully in mind.

Convention Arrangements.

As usual, the general arrangements for the Convention now in session were made under the supervision of your Committee. Too much credit, however, cannot be given to the Hamilton members for the excellent manner in which they have provided for the comfort and entertainment of their guests. Should the meeting prove successful, as it no doubt will, it will be due in a very large measure to their efforts.

Respectfully submitted on behalf of the Committee,

G. M. MURRAY, *Secretary.* GEORGE A. BAKER, *Chairman.*

The President: I believe, gentlemen, that it will conduce to the dispatch of business if we take up the reports clause by clause and discuss each clause as we go along, and in that way we will confine our remarks strictly to the clause under consideration. If that is agreeable we will carry it out.

Mr. Baker read the opening of the report and clauses re "Difficulties in the way," "Results for the year," "Distribution by Provinces," "Acknowledgements," "Sections and Branches," "By-laws re Membership," "Eligibility of Mining Companies," and "Council Meetings."

Hon. Mr. Rolland: I suppose that the Executive Committee will continue during the next year to have meetings as in the past in Montreal and Toronto.

The President: Unless some member moves to the contrary, the same procedure will be followed next year as last year.

Hon. Mr. Rolland: I am quite satisfied with that.

Mr. Murphy: I would ask that you pay Ottawa a visit; give us one meeting.

The President: Will you kindly make a motion to that effect, that Ottawa have one meeting this year?

Mr. Murphy: I would be very pleased to make the motion that at least one meeting of the Executive be held in Ottawa during the coming year.

The motion, on being seconded by Mr. McGill, was put to the meeting by the President and adopted.

Mr. Baker read the remaining clauses of the report re "Reception of Delegates to Imperial Press Conference," "Excursions," and "Convention Arrangements."

The President: Are there any remarks to be made on that clause with reference to excursions? I was a little disappointed when the West was mentioned that there wasn't a round of cheers from the Western members. I don't know whether they want us there or not. (Laughter).

Invitation from the West.

Mr. Hendry: I should say that if you make an excursion to the Coast, you will be welcomed one and all, and we will make it interesting to you. We hope to see you all there, or as

many as can possibly come, and I trust it will be instructive as well as entertaining. I expect that the Convention will be held in the West next Fall. If we do not have the Convention let us have an excursion. I hope we will make it a convention and excursion at the same time. There are a great many things to be seen out in the West now. We had Lord Strathcona out there the other day. He had been there some years ago, and he was very much surprised at the great progress made. Although he expected great progress, it was much greater than he expected, and he said he was going to report to the Mother Country that we were progressing in accordance with our reputation.

Mr. Baker moved, seconded by Mr. Roden, that the report be adopted, which, on a vote having been taken, was declared carried.

The President called for the report of the Committee on INDUSTRIAL CANADA, which was presented by Mr. S. R. Hart.

REPORT OF "INDUSTRIAL CANADA" COMMITTEE

Another year of steady growth, of marked improvement and of substantial profit has been written down to the credit of INDUSTRIAL CANADA, the Committee in charge of which have pleasure in submitting the following report for 1908-09.

Financial.

In view of the policy of retrenchment adopted by most business houses in consequence of the hard times, it would probably have occasioned very little surprise if there had been a considerable falling-off in the paper's profits for the past year. Anticipating some such eventuality, your Committee from the beginning kept a close watch over all expenditures, economizing wherever it was possible to do so without sacrifice to the paper's appearance or to the quality or quantity of its contents. To this end the services of the extra editorial writer were dispensed with in January, arrangements were made to have the clerical work connected with the Trade Index handled by members of the staff instead of by outside help as before, while in other ways which need not be mentioned numerous small savings were effected.

As the months passed by, however, it afforded your Committee no little satisfaction to observe that the earnings from advertising were steadily increasing, instead of decreasing, as was thought might be the case. To some extent this was, no doubt, due to more effective work on the part of the Advertising Manager; in many quarters it was noticeable that advertisers were reluctant to cancel contracts even though business was dull, lest by so doing they should lose what trade they were enjoying; again, loyalty to the Association's paper may have been a helpful influence. Whatever the cause, the fact remains that since a year ago the earnings from advertising have grown from $16,842.42 to $19,903.73, a gain of $3,061.31, or nearly 20 per cent.

It follows as a matter of course that this added volume of business has involved bigger outlays for travelling, for commissions and for printing. It is only natural, too, that advantage should be taken of a larger earning power to introduce into the paper certain needed improvements which it was known could not fail to please advertiser and subscriber alike. Notwithstanding your Committee's policy of economy, therefore, expenditures have been legitimately increased in many directions other than those mentioned above. For example, the quality of paper has been improved, more illustrations have been used and more articles have been secured from special writers. Compared with 1908 the total cost of publication has risen from $14,320.43 to $16,511.27, an increase of $2,191.84. And yet, in the face of all this, it is most gratifying to be able to report a profit on the year's business of $3,491.71. These figures are exceeded by those of 1907 alone, when the gross profits ran up to $3,753.89, but the allowance for bad debts that year had to be placed at $900.00, as against $300.00, which is thought to be ample for 1909. It will be seen, therefore, that the year just closed is the best by some $400.00 that the paper has ever had.

Sources of Revenue.

Just here it is perhaps as well to explain that the charges against INDUSTRIAL CANADA include, first, all items expended directly upon it, such as cuts, paper, composition, printing, binding, distributing, travelling, contributions, etc.; second, the salary of the Editor, the Advertising Manager and one stenographer, besides the Advertising Manager's commissions; and third, a fair share of the office rental, telephone, stationery, postage and other general expenses. In other words, it is loaded with everything it can reasonably be expected to carry. Its credits include all earnings from advertising, all monies received from the sale of copies and electros, and all paid subscriptions from outsiders. For its circulation to members of the Association it is given no credit at all. If allowance were made for this at the regular subscription price of $1.00 per year—and it would seem only fair that it should be—the earnings of the paper would show at $5,944.71 instead of $3,491.71.

Notwithstanding complaints of hard times, your Committee have found collections remarkably good throughout the year. The actual receipts credited to INDUSTRIAL CANADA for the twelve months ending July were $18,703.22. When it is stated that the gross revenue was only $1,300.00 in excess of this amount ($20,002.98 to be exact), it will be seen that the paper's business has been exceptionally clean. Cash disbursements for the year totalled $15,143.25, which, deducted from the collections noted above, leaves a cash surplus in the hands of the Treasurer of $3,559.97.

Size and Circulation.

Commensurate with this growth of earning capacity has been the growth of INDUSTRIAL CANADA in size and circulation. Volume IX., which was brought to a close with the issue for July, contained in all 1,244 pages, exclusive of the Executive Council Reports. Volume VIII., including 36 pages of Council Reports, totalled only 1,154 pages. This year's figures represent a gain over 1907-08 of 90 pages, over 1906-07 of 270 pages, and over 1905-06 of 394 pages. A more striking comparison is afforded by the fact that the special Trade Index number was published on the ninth anniversary of the paper's first appearance. From the 8-page bulletin, in which form Volume I., No. 1, made its first bow to the public in June, 1900, INDUSTRIAL CANADA may be said to have grown in nine short years to the proportions of a 276-page magazine, with a supplementary bulletin to report Council proceedings! Exclusive of special numbers, the average issue for the past year has been 86 pages, as against 74 for 1907-08.

As regards circulation, INDUSTRIAL CANADA covers a field which no other Canadian paper even attempts to cover. It is essentially a journal for manufacturers, and is regularly received and read by the large majority of factory managers from one end of the Dominion to the other. Besides this, it enjoys a circulation of nearly 600 a month to banking and insurance offices, railway companies, Government officials, contractors and others. Compared with a year ago its regular

monthly issue has increased by about 200. The special Convention number is mailed to every industrial concern in the country of whose existence the office is aware, whether members of the Association or not, while the Trade Index number goes to purchasing agents, architects, contractors, municipal and government offices and public institutions all over Canada, as well as to a selected list of importing houses, commission agents and Chambers of Commerce in the principal foreign countries to which Canada is in a position to export.

Typographical and Mechanical.

Reference has already been made to certain improvements effected in INDUSTRIAL CANADA since our last annual meeting. Coated paper, which was applied at first only to the advertising pages and subsequently to the editorial section, is now used throughout the entire publication. This has given it a very much smarter appearance, and has at the same time encouraged the contractors to take greater care with the composition and press work. Recognizing the fact that there is nothing like illustrations to brighten up the pages of a magazine, your Committee have sanctioned a moderate increase in the use of cuts, the expenditure on this head for the past year being about $50 in excess of the year previous. Cartoons from the pen of one of Toronto's best illustrators have been an added attraction, while the adoption of a new cover, designed by Mr. A. H. Howard, has freshened up the general appearance of the paper most acceptably.

Editorial.

So far as the editorial policy of your paper is concerned, it is to-day substantially the same as it has always been. To build up our country by promoting a reasonable and proportionate development of all her industries, whether farming, mining, fishing, lumbering or manufacturing, has been the guiding principle of INDUSTRIAL CANADA'S activity from the beginning, and whatever seemed likely to contribute to that end has received its heartiest support. As the mouthpiece of the Association it has naturally devoted its energy mainly to the agitation of problems which the various committees, after investigation, have deemed worthy of support. Your Committee trust that its editorials and special articles throughout the year on the tariff, on transportation, on insurance, on legislation and on technical education will have been found orthodox, to say the least; if in addition they are acknowledged to have been helpful your Committee are more than pleased.

Apart from these features it has been the constant aim of the Committee to fill the reading pages of INDUSTRIAL CANADA with matter of practical value to the business public. At considerable cost arrangements were made to publish each month a list of all new freight tariffs and classifications as filed with the Board of Railway Commissioners. The steamship sailings from all Canadian and the principal United States ports are now regularly chronicled. Rulings issued by the Board of Customs, changes in the postal regulations and news of international exhibitions have also been featured. Whenever a new company is incorporated to do business in Canada, or whenever an old one is known to be contemplating important changes, it is noted in the columns of your paper. Trade inquiries from prospective buyers and trade news from the reports of foreign consuls have long been given regular insertion, while more recently a commencement has been made in supplying news of patents granted. Information of this kind cannot but cause the paper to be welcomed wherever it circulates, a fact which of itself would justfy the action of your Committee in endeavoring to supply it, but when in addition it is pointed out that indirectly the value of INDUSTRIAL CANADA as an advertising medium has been enhanced thereby it would seem most desirable that this policy should be continued with vigor and extended wherever practicable.

Council Reports.

The publication of the Council procedings in the form of a confidential bulletin sent to members under cover now seems to have become a matter of settled policy. It has, of course, been followed by a transfer to the general fund of an expense formerly charged against the paper, so on that account your Committee have no cause to complain. It was feared at first that it might detract from the status of the paper as the Association's official organ and impair its value as an advertising medium, but the experience of the past year shows that fear to have been unfounded; on the contrary, the paper has had a better year than ever before. At the same time there is every reason to believe that members are reading the Council proceedings more widely and more carefully than in the past, so that on the whole the change seems to have been justified by the results.

Trade Index.

Following a suggestion made by the Secretary in his annual report a year ago, your Committee looked carefully into a proposition to issue instead of the present Index a directory which would embrace all Canadian manufacturers whether members of the Association or not. The idea was to have it appear in book form and not as a special number of INDUSTRIAL CANADA. It was seen at once that the expenses for compilation and printing would be greatly increased as compared with the present index, and that unless the book were assured of a sale of from 4,000 to 5,000 copies at $2.00 each it would more than likely prove a failure financially. It was thought that possibly the Department of Trade and Commerce might become a customer for a considerable number of copies for foreign distribution, but the Government has itself been feeling the effects of hard times and held out no hope that it would be able to take any. As the general outlook was not at all promising, it was decided to defer action until a more opportune time. The suggestion, however, has many points of advantage, and should not be entirely lost sight of.



MR. S. R. HART
(Hart & Riddell)
Chairman "Industrial Canada" Committee, 1908-9.

Conclusion.

In conclusion your Committee desire to record their appreciation of the generous support which has been given them throughout the year by members of the Association. The loyalty with which their call for suggestions, for news or for advertising has always been met has made it a real pleasure to be connected with the paper's management. For this they extend their sincerest thanks, coupled with the hope that for their successors in office the path may be made similarly easy.

All of which is respectfully submitted.

G. M. MURRAY, *Secretary.* S. R. HART, *Chairman.*

Mr. Hart read clauses re "Financial" and "Sources of Revenue."

Mr. J. P. Murray: In connection with the revenue we expected to get from members, might I not suggest, sir, that the dollar a year for INDUSTRIAL CANADA should be paid by the members. When Mr. Russell, our first Secretary, in 1900, introduced the suggestion of INDUSTRIAL CANADA it was simply that the members would get the reports of the Committees, and the work that was being done inside of the Association, for which no charge was to be made. Now, INDUSTRIAL CANADA has developed very extensively, and has become a magazine, and it is exceedingly well worth our paying a dollar a year for. We are getting our Council Meeting reports independently of this altogether with no charge, and I would like to put it before the Association as a strong recommendation to the INDUSTRIAL CANADA Committee to see if we cannot get the members to contribute a dollar a year for it. That will increase our revenue $2,500.

The President: Do you make that as a motion?

Mr. Murray: I will be very glad to make a motion to that effect.

Moved by J. P. Murray, Toronto, seconded by Otto Lachmund, Arrowhead, that the members be given the reports of Council Meetings gratis, as usual, but that the one dollar a year be charged the members for INDUSTRIAL CANADA, and that this be referred to the Finance Committee, and if approved, on their enquiry, that this resolution become effective.

Mr. A. C. Knight: With reference to Mr. Murray's suggestion, while I am in favor of it, and while I believe we can all afford to pay a dollar for INDUSTRIAL CANADA, may I suggest that it should have a little consideration before it goes to the Committee as a strong recommendation. Many of us are careless in questions of that sort, and if it were not included in our subscription we might omit to send in the dollar, and not get that paper, which would be very much against the interests of the Association. Should that unfortunate thing take place, I have no doubt the cost of the production of INDUSTRIAL CANADA would very largely increase. When we have a large circulation the Committee are better able to meet the cost of production, whereas if fifty per cent. of the members did not renew their subscription you would find you would have a circulation very much less, and your cost per number would very much increase. Further than that, might I suggest that it is a strong talking point for the Membership Committee to be able to say, "Join our Association, you will get all our notices of meetings, and you will get a full account of everything being done in connection with the manufacturers in INDUSTRIAL CANADA." That is a strong talking point. Personally I am quite in favor of paying the dollar for this magazine, but there are two sides to the question, and I would like the other side set forth before we went into a thing that might be detrimental to our very excellent magazine.

Mr. Chas. S. C. Phillips: I think while Mr. Murray's motion is a very good one in a way, it is a great mistake. It is stated in the report that it is the mouthpiece of the Association. The remark that Mr. Knight has just made about carelessness in subscribing is quite true, and that will happen. There is a means whereby this magazine could increase your revenue, and that is by advertisements. You can get more advertisements in that paper; but by no means would I vote for doing away with the circulation of INDUSTRIAL CANADA as it is to-day. Let us keep it up; it is ours. I doubt if you would gain any money by charging a yearly subscription, even although it is only a dollar. I think it is a great mistake. I think you had better leave the thing as it is.

Mr. Birge: Mr. President, I am quite in accord with the remarks of the last speaker. I think it would be a serious mistake for this Association to make a change along the lines suggested by the motion. I don't think there is a member here present, probably, who would object to paying a dollar, but we must remember that if we take action along that line we, probably one-fifth of the membership here, are legislating for the other four-fifths who are composed largely of small manufacturers. The small manufacturer of to-day becomes the large one of to-morrow, and I think a large proportion of the smaller manufacturers would drop their subscription so far as INDUSTRIAL CANADA is concerned, particularly as we get the information of the proceedings of the Executive Committee separately, which comprises the proceedings of this Association. I think it would be a serious mistake for us to legislate along that line to-day, and while the reference of it to the Executive Committee may be all right, it should not go with the recommendation of this Convention.

Industrial Canada's Worth.

Mr. Lees: I would like to see Mr. Murray's resolution voted down. I thought INDUSTRIAL CANADA was worth about three or four or five dollars a year. I had no idea it was a dollar paper. It is lowering the tone and value of it to say, 'You can get that for a dollar.' It is far better to let the member think he gets $5 worth in the paper, free with his membership fee.

Mr. Murray: There is no necessity for continuing the discussion very much further. I am satisfied not to let the motion go to the meeting, but I am glad I drew out the views of the members. There is one thing they seem to forget, and that is that they are getting the reports of the Council meetings separately from INDUSTRIAL CANADA. With the consent of my seconder, I am willing to withdraw the motion.

Mr. Hart: I might say the question of subscription to INDUSTRIAL CANADA has often been discussed in the Committee. It was felt after all that it was merely a matter of bookkeeping. If the dollar a year was charged, our surplus would be that much more, and would be handed over to the Treasurer. If there was any prospect of making an increase in our fees, the amount we would get for a subscription to INDUSTRIAL CANADA could be easily added to the annual fees, and everybody would pay it. Somebody said that we might increase our revenue from other sources. Perhaps our members are not aware that advertising from Canadian manufacturers is our only source of revenue. Every dollar of advertising earned by INDUSTRIAL CANADA is taken from manufacturers in Canada. I think it is unique in that respect. There is no other advertising of any kind taken. If our sphere could be widened the revenue would be largely increased. If we were allowed to take advertising from British manufacturers or others, we could increase our earnings from that source to a very large extent.

The President: Do you withdraw your motion, Mr. Murray?

Mr. Murray: Yes, with the consent of the seconder.

Mr. Hart read the remaining clauses of the report, and moved, seconded by Mr. Tindall, that the report be adopted.

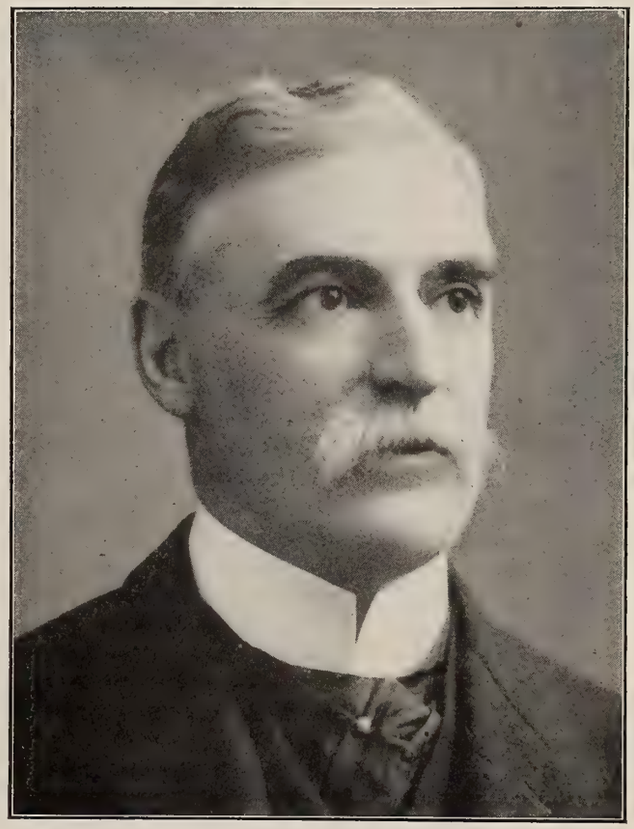
The President put the motion, which, on a vote having been taken, was declared carried.

PRESIDENT'S ADDRESS

Mr. Hobson Discusses the Problems of the Day in a Broad and Comprehensive Manner.

IT is my happy privilege this afternoon to bid you all a two-fold welcome; as President of your organization, I welcome you officially to the important conferences of another annual meeting; as a citizen of Hamilton, I wish to add my personal greetings, and to join with one hundred and forty of your fellow manufacturers, who are proud to claim this city as their home, in assuring you that we are both pleased and honored to have you as our guests.

To us your gathering here to-day is a source of more than ordinary satisfaction. Thirty-eight years have passed by since first the Association saw the light of day, an equal number of conventions, like milestones, have marked the progress of its onward career, but while you have been lavish with your favors on other cities, you have never until this occasion seen fit to honor with an annual meeting the city which gave your organization its first President.



MR. R. HOBSON
(Hamilton Steel and Iron Co.)
President Canadian Manufacturers Association, 1908-9.

I do not say this in any spirit of reproach, but rather of gratification, that the claims of our modest little city are at length beginning to be recognized. To-day Hamilton stands third among Canadian cities in the amount of capital invested in manufacturing industries; she also stands third in the value of the product of her industries. As a manufacturing and distributing centre, she possesses advantages of a high order, a fact which foreigners have been quick to appreciate when choosing locations for their Canadian branch factories. I believe I am correct in stating that Hamilton has more establishments of this kind than any other city in the Dominion. She has always given the Association a strong quota of loyal supporters, and for years has held third place on our roll of membership.

But it would scarcely be right for me to take advantage of the present occasion to enlarge upon matters of this kind. I simply wish to repeat that we, in Hamilton, are delighted to have you with us; we want you to stay as long as you can, and to come back as soon as you can, and whether you come individually or collectively, on business or on pleasure, you will always receive the heartiest welcome.

A Revival in Business.

Looking backwards over the year which has elapsed since our meeting in Montreal, I cannot but feel that as business men we have much to be thankful for. Trade conditions, both domestic and foreign, have noticeably improved. The clouds of depression which gathered so suddenly towards the close of 1907, and which continued to overshadow us during 1908, have slowly but surely been breaking up. Building and construction work is gradually resuming its normal swing; the assurance of another bountiful harvest is restoring the confidence of the banker, the manufacturer, the wholesaler, and the retailer; money, in consequence, is growing easier and credits steadier; stocks which were allowed to become depleted almost to the point of exhaustion are now being replenished; in fact, from every quarter come encouraging reports of a revival in business.

To appreciate the sharpness of the decline from which we temporarily suffered, it is only necessary to glance at the trade returns and measure our purchasing power by the extent of our imports. For the twelve-month period, ending June, 1907, our imports of merchandise were valued at 345 millions; last year they dropped to 323 millions, while this year they went as low as 303 millions. This represents a decrease of 42 millions in two years. More striking still is the comparison afforded by the twelve-month periods ending March, which, perhaps, correspond more closely to the period of the depression itself. Comparing 1909 with 1908, on this basis, the import figures show a falling off of 64 millions in the one year, with a corresponding decrease in customs collections of 10 millions.

It is gratifying to note, however, that, judged even by this barometer, business is again on the mend. More recent returns, when compared month by month with the returns of 1908, show a decidedly upward tendency, the increase in imports of merchandise for June alone being seven millions.

Statistics gathered from other sources only serve to confirm the belief that the worst is now well over. Bank deposits, which last year showed a decrease of 29 millions, have this year jumped 121 millions, a gain of nearly 20 per cent. Current loans, though still some 44 millions less than they were in 1907, are 11 millions higher than 1908. Railway tonnage figures for 1909 are not yet available, but I am assured they will show a marked increase over 1908. The traffic through our canals, from the opening of navigation to the end of July, shows a gain over the corresponding period last year of 5,287,721 tons. In 1900 the total canal tonnage for the season was only 5,013,693, so that this year

the increase alone for half the season, notwithstanding the fact that the Soo Canal was out of commission for three weeks of that time, was larger than the whole season's business nine years ago.

In some respects the figures I have quoted are abnormal, reflecting as they do very plainly the eager haste of the dealer to re-stock once he is assured that the danger is over. And yet, making every allowance for temporary inflations due to causes of this kind, I think we are justified in taking a very confident view of the situation. Besides the construction work that is already under way, we have a great deal in sight for the immediate future, including the enlargement of canals, the building of railroads, sundry power and mining developments, and other important undertakings. Immigrants and settlers of a most desirable class continue to sweep through our gates to the number of 150,000 a year. Farmers in all parts of the Dominion, enriched with the proceeds of another splendid crop, will shortly be in the market for supplies of every kind. Anticipating the demands likely to arise from these and other causes, the average Canadian factory is noticeably busier than it was a year ago. There are, of course, exceptions, for in some few industries the effect of hard times is still being felt. But, broadly speaking, the situation is improved; the trend of business is markedly upwards, and ere another year has passed, I trust the clouds will all have disappeared and we will again be enjoying the sunshine of prosperity.

For this we are, I hope, or will be, duly grateful. But we should not stop with gratitude; we should not simply content ourselves with the reflection that the danger which threatened us is past; we should profit, where possible, by our misfortunes, and under the guidance of richer experience, take steps that will cure, or, at least, relieve, the situation when next it overtakes us.

Anti-Dumping Regulations.

In this connection, I desire to state that the depression has served one useful purpose in that it has demonstrated the inefficacy of our Anti-Dumping Regulations. I do not wish to discount the good intentions of the Government in putting these regulations into effect, for, theoretically, they seem to be sound. Nor do I wish to reflect in any way upon the officials who have been entrusted with their administration, for I believe they have done everything they could reasonably be expected to do. But I know, and you all know, that in actual practice there are ways, devicus and subtle, whereby these regulations can be evaded, and it follows, as a matter of course, that the foreigner who has a surplus production upon which he must realize, or, perhaps, a working force he cannot afford to let go, will quickly avail himself of these subterfuges in order to defeat the purposes of a law which he readily persuades himself is unjust in principle. Numerous instances are on record where Canadian houses, tendering on important contracts, have gone to considerable trouble in ascertaining the lowest ruling prices in the United States, only to find, after quoting as much as 10 per cent. lower than the lowest United States price for the same class of material, that they have lost the business. And yet, upon investigation, the importation is found to be entered at customs at its fair market value. Whether it is done by means of secret rebates, or by recognizing claims for shortages, or by any one of a dozen other devices, is not for me to say. It is sufficient for us to know that it is done, and done at the very time when the protection the Anti-Dumping Regulations are designed to afford is most urgently needed; and the probability is it will continue to be done until such time as a satisfactory scale of specific duties is adopted. This is a matter upon which, I believe, strong representations should be made to the Government, and I would commend it to the incoming Tariff Committee as something worthy of their most careful consideration.

Labor.

Partly as a result of the unfavorable business conditions previously referred to, labor troubles of a serious character have of late been conspicuous by their absence in so far at least as our manufacturing industries are concerned. Production has been below normal, employment has been less plentiful, and, even though everything may not have been exactly to their liking, factory employees have hesitated to create disturbances, lest by so doing, they find themselves indefinitely out of work. Far be it from us as employers of labor to take advantage of a situation of this kind to reduce unduly the wages of our workingmen or to impose upon them conditions that are burdensome. I believe I voice the attitude of every manufacturer here present when I say that in times of business adversity we exhaust every other means of economy before attempting to economize on productive labor. But depressions such as we have just passed through might well be regarded as blessings in disguise if only they would cause the artisan to realize that the manufacturer is, after all, his friend and his ally, rather than his natural prey, as the agitator would have him believe.

During 1908 there were approximately 26,232 employees involved directly and indirectly in trade disputes in Canada, and their loss of time is computed at 708,194 working days. Even at the very low rate of $1.35 per day, this meant a monetary loss to the working population of this country of $1,000,000, with indirect losses to the business community of hundreds of thousands of dollars besides. Now, apart altogether from any consideration as to whether these strikes were justified or not, Canada is too young a country, and too badly in need of both money and labor, to bear a burden of this kind. As employers, I am sure that we are all anxious to minimize the likelihood of strikes, or, once they are declared, to expedite their settlement. Further, I believe that any legislation framed to achieve such ends should have and does have our approval and support.

In the Industrial Disputes' Investigation Act the Government have shown a commendable desire to prevent strikes without undue interference with the rights of either side, and in the administration of the Act they have made an honest effort to carry this desire into effect. The Act, of course, is only an old friend under a new name—Conciliation, under the guise of Compulsory Investigation. Compulsory investigation in itself is very good so far as it goes, but unless it is undertaken by tactful conciliators it may easily be barren of results.

Bearing this fact in mind, and remembering also that the Department of Labor does not fail to take credit to itself for differences that are satisfactorily adjusted through the operation of the Act, I am constrained by certain events that have recently taken place in Nova Scotia, to suggest that the Government should go a step further, for, if they are really sincere in their desire to prevent strikes, and believe, as we all do, that an ounce of prevention is better than a pound of cure, would it not be the part of wisdom for them to enact legislation that would free us from the interference of those foreign professional agitators who warp the minds and inflame the passions of our working people to such an extent that they imagine troubles and grievances where no trouble or where no grievance exists.

The coal miners' strike at Glace Bay is an instance where unwarranted interference by men of this stamp has resulted most disastrously for all interests concerned. Prior to the advent of the foreign agitator, the men were directing their own affairs through a provincial organization, and work was

proceeding quietly and peacefully. A contract was entered into between the company and its employees, fixing until December 31st next all details as to wages, hours, and conditions of labor. This was a business agreement, which both parties were in honor bound to live up to. If, as claimed by some, it operated unfairly against the men in some few cases, it is all the more to their credit that they showed themselves both willing and anxious to carry it through. The high standard of business morality here displayed would, I am happy to believe, be characteristic of the great mass of Canadian workingmen, if only they could be protected against the alien mischief-maker. But this gentleman recognizes no code of honor. He draws his salary for promoting trouble; he knows that when he ceases to make trouble his occupation is at an end. The incentive, therefore, is ever present with him to arouse the laborer to the point of striking, regardless of the means that may have to be adopted, or of the consequences that may ensue.

In the case under consideration a Board of Investigation, under the Lemieux Act, reported practically no case for the trouble-makers. Notwithstanding this fact, and in the face of adverse public opinion, they persisted in calling a strike. In their efforts to make that strike effective, they stopped short at no form of intimidation to coerce loyal employees into the dishonorable act of breaking a contract. Whatever may be the final outcome of the struggle, their unsolicited interference has already cost the country many hundreds of thousands of dollars, and but for the fortunate fact that the company had large supplies of coal banked, the losses resulting from the stoppage of industry in the territory from Montreal East might have been too terrible to contemplate. At Springhill production has been stopped, to all appearances, permanently, a busy town bids fair to be wiped off the map, and hundreds of happy homes, representing years of hard-earned savings, may have to be abandoned.

I ask you, as Canadian citizens, are we to stand idly by and watch the multiplication of such abuses? Are we to tolerate without a protest the continuance of acts which lead to so much waste and privation? In the name of Canadian industry and Canadian labor, I say it is time we called a halt. The Government have shown their desire to encourage conciliation,—let them go a step further and remove the cause that very frequently makes conciliation necessary. They have shown their desire to exclude the undesirable immigrant —let them go a step further and exclude the undesirable transient. We know that if Canadian institutions bred men of this kind they would never, with official sanction, enter the United States to clog the wheels of industry in that country; no more should United States agitators be allowed to enter Canada to prey upon Canadian labor and to wreck Canadian institutions.

I trust that the Government will realize their responsibility and their duty in this matter, and take immediate and effective measures to bar the doors of the Dominion against the foreign agitator.

Immigration.

In this connection, I think it only right that we should record our appreciation of the various steps taken by the Governor-in-Council during 1908 to protect our country against the admission of undesirable aliens. By the rigid enforcement of the regulation requiring the immigrant to have in his possession at least twenty-five dollars in cash (in some cases more), besides a ticket to destination, they have without doubt turned away a large number who, sooner or later, would have become public charges. Furthermore, by refusing admission to immigrants who have been landed at a United States port by a steamship company declining to subscribe to the requirements of our Immigration Act, they have closed the avenue through which a great many undesirables were formerly able to enter.

During the fiscal year ending March last 3,803 intending immigrants were debarred at ocean ports, while 4,580 were debarred at various points along the frontier. Of immigrants previously entered, 1,748 were deported. The total immigration for the year was 146,908. Of these 52,901 were British, 34,175 Continental, and 59,832 American. Immigration from the United Kingdom shows a falling off for the year of over 50 per cent., whereas immigration from the United States is slightly ahead of what it was in 1908. While this may in a way be regarded as regrettable, we are always glad to welcome settlers from across the line; first, because many of them are native-born or the descendants of native-born Canadians, returning to the land of their fathers, and, second, because most of them are experienced agriculturalists, who go directly on to the land. It is estimated that immigrants



MR. W. H. ROWLEY
(The E. B. Eddy Co.)
First Vice-President, 1909-10.

making homestead entries in the Western Provinces during the year ending March, 1908, brought with them in cash and settlers' effects considerably over $50 000,000. This represents a substantial increase to the working capital of the country and points to a class of immigration that should be encouraged in every possible way.

It might be mentioned in passing that official estimates this year place the population of Canada for the first time at over 7,000,000.

But I must hurry along to the consideration of matters that more closely concern us as business men. One of the outstanding events of the year has, of course, been the revision of the United States tariff. Notwithstanding the predictions of the Low Tariff press throughout Canada that our neighbors to the South were tiring of protection, and that they would take advantage of this year's revision to free themselves from their excessive burdens, we have had convincing demonstration of the fact that American sentiment is still strongly protective. It is useless to try to explain away the action of the Senate by describing it as a violation

of the trust placed in it by the electors. Senators, as well as other politicians, have a faculty of keeping their ear to the ground, and their decisions are usually a fairly accurate index of public opinion. The United States has only to look at conditions in some European countries to realize how greatly she has profited by a policy of protection, and, however much she may revise her schedules, she will not lightly cast aside a policy that, in a little more than one hundred years, has placed her in the front rank of the great world powers.

But, while we may derive a certain amount of satisfaction from the thought that the protective policy so long advocated by our Association is now more fully justified than ever before by the United States' continued adherence to high-tariff principles, we would be blind to our own interests if we failed to take note of the fact that the new United States tariff gives no evidence of a desire to cultivate closer trade relations with Canada. Some of the schedules have been levelled down, others have been levelled up, but the average of protection is fully equal, if not higher, than that accorded under the Dingley Tariff. For years we have been able to sell them practically nothing in the way of manufactured goods, so that, personally, we can afford to regard the new measure with indifference. But we must not overlook the fact that heretofore the Canadian farmer has found a profitable market for a portion of his produce across the border. As matters now stand, that market is being disturbed very little, if any. but if, on March 31st next, the maximum tariff is put into effect against Canada (and the wording of the Act seems to point clearly to that intention) the farmer will find himself in exactly the same position that the manufacturer has so long occupied, that is to say, he will be almost entirely dependent upon the home market, and the markets of the Empire.

Our friends at Washington do not hesitate to tell us that their action is taken with a view to compelling us to grant them the same concessions that we have granted to France under the Intermediate Tariff, and to various parts of the Empire under the Preferential Tariff. But compulsion can only be resorted to successfully when one is master of the situation, or, at least, possesses marked advantages. Now, at the present time, our sales to the United States amount approximately to $92,000,000 per annum, whereas their sales to us are $180,000,000 per annum, or almost twice as much. In the ten-year period, ending 1909, they sold us $728,000,000 more than we sold to them. If, therefore, trade between the two countries were suddenly to cease through the operation of prohibitive tariffs, they would suffer to a far greater extent than we would. In view of this fact, it seems difficult to understand their threatened attitude towards us.

Whatever view may be taken of the matter at Ottawa, I believe I am correct in stating that the answer of Canadian producing interests to the new United States tariff is summed up in the two words "No surrender." Our friends across the border have always said to our manufacturers, "We do not want your goods"; they now say to our farmers, "We do not want your produce." In Heaven's name, then, let us take them at their word. Let us answer in kind that we do not want their goods. Let us strengthen our own position, and in April next let the Government put into effect the provisions of the Surtax Act of 1903. And then let our farmers and our manufacturers, our lumbermen, our miners, and our fishermen all join hands in developing our own Canadian resources, in perfecting our avenues of communication, and in building up a strong home market that will make us independent for all time to come of the meagre market the United States has hitherto afforded us.

This brings to mind the well-known words of Sir Francis Bacon, the Elizabethan philosopher, who, over three hundred years ago, with singular clearness of vision, enunciated the doctrine that "There be three things which make a nation great and prosperous,—a fertile soil, busy workshops, and easy conveyance for man and goods from place to place." A fertile soil we have, busy workshops we are acquiring, but unless we provide ourselves with avenues of communication that will permit of the safe, speedy and economic conveyance of man and goods from place to place, we must stop far short of our potential development.

Transportation, to my mind, has long been one of the biggest problems before the Canadian public. To-day it takes on new significance in view of the hostile tariff enactments of the United States. Foreign markets are always an uncertain quantity because we may be legislated out of them at a moment's notice. Unless we anticipate and prepare for such action on the part of other countries, we are not true to our own best interests. The salvation of our great national industries depends upon the development of strong home markets, under our own control, and despite tariff barriers, our home markets never can be under our control unless we bring our means of internal communication to the highest degree of efficiency.

It is largely transportation that has made the Canadian farmer what he is to-day. It has enabled him to penetrate to the centre of a continent, to utilize for his labors the most fertile soil to be found in the whole world, to plant, cultivate, and harvest his crop with the aid of the most modern appliances, to market his produce at his very door at the highest ruling prices, and to enjoy in his home practically all the comforts of city life.

We hear a great deal about the necessity of making things easy for the farmer. In this we heartily concur, for we recognize that agriculture is the very foundation stone of our national wealth and prosperity. And I think we may claim that as business men we have helped in our own quiet way to smooth the farmer's path. We have given him unlimited credit; through the agent, the retailer, and the jobber we have carried him from seed time until harvest; through our financial institutions we have provided him with funds to meet his further requirements; through competition we have been compelled to absorb the high freights on the manufactured goods with which we supply him, while, by assenting to these rates, we have enabled the transportation companies to give him rates on grain that are little more than the bare cost of haulage. These and other things we have been glad to do, because we do not hesitate to admit that the farmer's money has helped materially to keep the wheels of commerce and industry in motion.

But we want to do more. We want to help him to profit to the fullest extent by the geographical advantages with which he is favored. We want to keep improving and extending the transportation facilities at his disposal, until he is able to forward his surplus produce to the great consuming markets of the world by the shortest, quickest and cheapest route.

A glance at the map will show that nature has provided us with three great waterways, extending far into the heart of the continent, and all but tapping the wheat lands of our middle west—the Mississippi River, Hudson's Bay, and the St. Lawrence River, with the Great Lakes. The Mississippi River is navigable for 2,000 miles from the Gulf of Mexico, but its value as an outlet for grain consigned to Europe must always be impaired because of the indirectness of the route. The two other routes are controlled by Canada. The difficulties incidental to navigation via Hudson's Bay are such that we cannot expect to utilize that highway for more than a portion of each season. The St. Lawrence route, however, is open for seven months in the year, and affords continuous navigation from the Atlantic Ocean to the head of Lake Superior, a distance of 2,500 miles.

Here surely is a waterway designed by an all-wise Providence for our use and for our profit; a waterway which at once places us in a position of supreme advantage with respect to transcontinental traffic, a waterway which if properly improved and properly equipped should enable us for all time to come not only to keep Canadian trade flowing through Canadian channels and under the control of the Canadian people, but to secure a large portion of the grain-carrying trade of the Western States as well.

But upon its improvement and upon its equipment we should concentrate all the energy of which we are capable, and that, too, without delay, for American interests are steadily at work in an almost superhuman effort to negative our advantages, and by the construction of an expensive system of artificial waterways to divert into channels of their own the trade that legitimately belongs to us.

To appreciate the situation, it is necessary to remember that three principal routes to tide water are available for eastbound traffic from the head of the Lakes—the first by boat to Georgian Bay and Lake Huron ports, then rail to Montreal; the second by boat to Buffalo, thence by canal barge to New York; the third by the all-water route via the Great Lakes and the St. Lawrence to Montreal. The relative advantages of the two last-named routes, one Canadian and the other American, are thus summarized by the President of the Harbor Commissioners for Montreal:

"The St. Lawrence route to Montreal is shorter than the American route to New York by 110 miles; the number of miles of slow-speed canal navigation by way of the Canadian route, as compared with the American route, is less by 242 miles; the Canadian water route furnishes more draft than the American by 8 feet; a boat using the Canadian water route can carry in cargo more than a boat using the American water route each trip 72,000 bushels; the time consumed each trip by the Canadian route is less than that by the American route by 40 hours; it takes a tow of ten boats on the American route to carry what may be carried by the Canadian route in one; one boat by the Canadian water route will, in a season, carry 3,544,000 bushels of grain more than can be carried by one boat using the American route.

"The improvements recently effected in the terminal facilities at Montreal have had a wonderful effect in popularizing the Canadian route, so much so that a large portion of the business that used to go to New York is now coming to us. The increase alone in the exports of American grain via Montreal for the six months ending June last amounted to over 1,000,000 bushels."

To offset these advantages the State of New York has voted an appropriation of $110,000,000 to deepen the Erie Canal to 12 feet. This work when completed will materially reduce the cost of grain transportation by the American route, though the relative superiority of the Canadian route will still compel the bulk of the traffic to move via Montreal, provided always that the terminal facilities are adequate to the traffic offering. But the point of peculiar significance to us Canadians is that if, without the expenditure of another dollar on our waterways, we will still be in a better competitive position than the Americans after they have spent so enormous a sum on their Erie Canal, what overwhelming advantages would be ours if we deepened our Welland and St. Lawrence Canals to a uniform depth of 24 feet, or, if we cut 400 miles off the route by the construction of the Georgian Bay Canal, and so provided ourselves with a waterway stretching in a straight line nearly half-way across the continent, far removed from the attack of foreign foes, and opening up for development a territory of untold wealth in minerals, in timber, and in power.



In the foregoing remarks I have confined myself exclusively to the question of eastbound *water* traffic. It follows, of course, that the development of our *rail* traffic eastbound is a matter of equal importance, towards which our very best efforts must be directed, while reports recently received regarding the feasibility of exporting grain to Europe by way of the Pacific Coast point to still another channel, the develop-

ment of which must engage our serious attention at an early date.

The New Imperialism.

Nor does the creation and development of our vast transportation projects concern ourselves alone; the events of each succeeding year impress upon us more firmly the importance of Canada as the commercial highway between Europe and Asia, and her central position within the British Empire. The fiscal attitude of foreign nations in the development of their commerce, our growing necessity for capital and population, and the widening possibilities of our own greatness, all inspire us with a firmer conviction that our development must be from East to West, and that our destinies are wrapped up in the future of the Empire.

This belief is strengthened by a new and universal desire throughout the various British Dominions for a closer co-operation on problems affecting the safety and welfare of the whole. The present year has seen an Imperial Press Conference and an Intercolonial Conference on Imperial Defence, while on this very day the representatives from Boards of Trade and Chambers of Commerce in all parts of the Empire are in session in Australia. Just as important as any of these events is the apparent revolution which is taking place in the minds of the people of Great Britain and the searching enquiry by British statesmen as to how British interests the world over may be solidified and strengthened.

The day of isolation has passed. Great Britain no longer stands alone. The New Imperialism has come to stay. She has called into her councils her great oversea Dominions, which a few years ago were nothing more than scattered colonies, and to-day she shows a united front to the world.

What does this mean to Canada? In the solution of all our problems—agriculture, transportation, labor, tariff, capital—its importance is second in significance only to that ideal which we as a Canadian people have set before us. I think it should be generally recognized that the greatest service and good we can render to the Empire is to build up a self-reliant, prosperous Canada. As business men, however, we look with favor upon measures for Imperial Defence, and while it does not follow that we should advocate the immediate creation at great cost of a Canadian navy, we should at least take steps in that direction. We should awake from the dangerous and false sense of security into which we have so naturally fallen to give our boys and young men a military training——not that we should adopt a radical militarism, but that we should develop within ourselves a robust young manhood, capable of coping in every way with the best the world can produce, and remembering always that we carry Imperial as well as National responsibilities.

The Association.

Concerning the work of the Association, I feel that I need say very little. That the year has been one of exceptional activity is apparent from the number and variety of subjects embraced in the reports that are before you. The Committees appointed at our last annual meeting have all rendered yeoman service in safeguarding and promoting the commercial and industrial interests of our country, and to them we are under deep obligations for many valuable results accomplished.

At the sessions which are to follow, your consideration will be invited to a number of proposals far-reaching in their importance. You will be requested to approve of certain expenditures looking to the practical encouragement of technical and industrial education. Your opinion will be asked as to the justice of the proposal to tax all insurance placed with unlicensed companies, or the expediency of assenting to the tax, providing it be not burdensome. You will be requested to take a stand in regard to the establishment of a Permanent Tariff Commission, clothed with full powers of investigation into all matters affecting production, import and export trade, to the end that in tariff as in other legislation, Parliament may act with a full knowledge of the facts. You will be asked to pronounce upon the merits of a proposition looking to the inauguration of a "Made-in-Canada" campaign. Personally, I believe it is not only possible, but practicable, to convince with sound reasoning the large majority of Canadian citizens that it is to their interest, in all their purchases, to accord a reasonable preference to goods that are the product of Canadian labor, and Canadian material, and so to develop the latent feelings of national pride which dwell in all their hearts that they will be proud to proclaim Canadian-made articles equal, if not superior, to articles made abroad.

Upon these, as well as upon the many other matters that will be placed before you, the fullest and freest discussion will be invited, to the end that our policy for the coming year may be safely and wisely chosen.

There is just one point about the workings of the Association to which I would like to call your special attention. From an experience gained by several years of continuous service upon Committees, on the Council, and more recently as an officer, I am inclined to believe that in some respects our machinery is growing too cumbersome. The procedure of requiring every subject to be first passed upon by one of the standing Committees and then submitted to the Executive Council for approval is very excellent, so far as it enables us to move along safe and conservative lines. But cases frequently arise where action must be taken promptly, and where it would be fatal to the interests we are organized to protect were we to submit to the delays incidental to the procedure I have referred to. An Executive Council of one hundred and fifty members cannot conveniently be called together every time an important matter affecting industrial interests comes up in Parliament, yet it is by no means an uncommon occurrence for questions of this kind to be introduced, debated, and disposed of, all between the adjournment of one Council meeting and the convening of the next.

To meet such situations, I feel that we should provide ourselves with some auxiliary machinery in the form of a small Advisory Board, or Board of Directors, vested with full authority to speak and act officially for the Association. It should be composed of from six to ten men of wide business experience and well-seasoned judgment, who should at least be allowed their ordinary travelling expenses when attending meetings, and possibly paid a small fee in addition. They could be brought together on short notice whenever there was need of their advice. Once constituted, I believe, it would be found desirable to place upon this Board the responsibility for supervising much of the detail work now reported to the Executive Council. A large meeting with a lengthy programme of business is usually inclined to take a great deal for granted, and occasionally lines of action are decided upon which are afterwards regretted. If we delegated some of this work to a Board of Directors, I believe we would enhance the efficiency of our organization, and bring all departments into better working relations one with another. I would not suggest dispensing with the Council, but I think under such an arrangement it would not be necessary for the Council to meet more frequently than once in two months, and then only for the purpose of discussing matters of general policy.

I am aware that a change of this radical nature would require notice of motion to amend our by-laws, and that consequently it cannot be effected at this meeting, but I trust my suggestion will receive your careful consideration during

the coming year, with a view to possible action at our meeting in 1910.

Conclusion.

Before closing my term of office, I desire to make public acknowledgment of our deep indebtedness as an Association to those members who have served so loyally and so faithfully on our Standing Committees and on the Executive Council. They have at all times brought to this discharge of the duties assigned them the best that was in them. Fortunate, indeed, are we in being able to command, without cost to ourselves, services of so high an order, but when we reflect upon the sacrifices of valuable time from individual business pursuits which the giving of these services has involved, we realize at once that we are under obligations we can never repay.

For myself, I can only say that, thanks to their loyal co-operation throughout the year, the cares of office have weighed lightly on my shoulders. I have esteemed it a pleasure, as well as an honor, to preside over your councils. In my own feeble way I have endeavored to contribute to the advancement of the Association's best interests, and if my humble efforts have been of any real assistance, I am more than pleased.

For my successor in office I bespeak the same cordial support that has at all times been accorded myself, and to him, to his fellow-officers, and to the Association generally, I wish a year of continued success and prosperity.

Appreciation of President's Address.

Mr. Gourlay: Mr. President and members of the Canadian Manufacturers Association: I would like, in rising, to emphasize the closing words of the President's address, which may have escaped some of your ears. I refer to the words "feeble efforts." Our President has characterized his efforts of the past year as feeble efforts. In the address we have listened to to-day, exhaustive, comprehensive, showing great foresight, not only in initiative, but of a character that looks towards the carrying into effectual operation of the subjects that he has seen in that outlook, there is no evidence whatever, I submit, of feebleness. Those of us who have had the pleasure of working on the Council, and on the Standing Committees throughout the year have, until to-day, seen no evidence of feebleness, and the only evidence is what you have heard now in this address. We have been favored—I speak with all carefulness—we have been favored as an Association with the services of a man who has not only been sane, but capable, with a wonderful tact, with not only unusual ability, but a readiness to employ his ability in the large, but also in the small matters relating to the life of the Association. We have been presided over in the year past by a President who will stand out in the Association as one of its great Presidents. (Applause).

I am not going to detain you longer, other than just to express in these few words, that in the Association and in the officers of the Association, the President leaves the chair with friends from one end of the Dominion to the other, and without an enemy in the whole world of its membership. (Applause). His work has not been feeble; it has been great; he has presided over all gatherings; he has missed no important meeting, and has attended many he might have been saved the labor of attending, and on every occasion, and in every time, his guiding hand, and wisdom and sane judgment have been of great help to every Committee and every officer of the Association; and to-day we can do little less than to just ask that our appreciation of these services be shown in the highest possible terms that can be employed by the Secretary, and that the Finance Committee be requested to prepare a suitable testimonial of the work done by our late President. I have much pleasure in moving this resolution.

Mr. George: Mr. Vice-President, it gives me the very greatest pleasure, indeed, to second the resolution which has been so splendidly put by Mr. Gourlay, that this Association should place upon record, and show in a tangible way, its appreciation of the excellent manner in which Mr. Hobson has filled the position of President of this great Association during the past year. I agree with everything my friend Mr. Gourlay has said. I find he has used in some instances almost the very words I had on my tongue to express as to the way in which I thought the office had been filled by Mr. Hobson during the past year. I also agree with Mr. Gourlay, that while he has had the appreciation of all the Association, he has won the true friendship of every member of it with whom he has come into personal contact during the past year. It gives me the very greatest pleasure to second the resolution which has been put by Mr. Gourlay, that the appreciation of this Association should be placed upon record, and that the Finance Committee be authorized to prepare a suitable recognition or memento to present to Mr. Hobson of the appreciation the Association feels for the way in which he has filled the office. (Applause).



MR. W. R. DUNN
(International Harvester Co., of Canada, Limited)
Treasurer Hamilton Committee.

Mr. Birge: As a citizen of Hamilton, and as a member of the Association, and as an Ex-President of it, I would like to say just a word or two, and I shall be very brief, in endorsing what Mr. Gourlay and Mr. George have already said. Mr. Hobson, our retiring President, I have known—shall I tell them how long, Bob?

The President: I should be frightened to hear and ashamed to say.

Mr. Birge: Since we were boys. The energy that has characterized his life since I have known him has been thrown into his work in his presidency of this Association; and while Mr. Gourlay referred to Mr. Hobson's almost closing words, his "feeble efforts," I would here just like to inform the gentlemen from outside of Hamilton, those in Montreal, Toronto and

elsewhere, that it is owing to the modesty and humility of Hamiltonians generally. (Laughter).

I am glad, indeed, to hear the words of appreciation that have been offered for Mr. Hobson's work, and I am glad they are coming from outsiders; but, privileged as a citizen of Hamilton, and as one who has known his work in connection with the Association, and his life and energy generally, I must say a word or two in endorsation of the remarks made, and I know that the resolution will be unanimously approved of by this Convention.

Mr. Cauldwell: Mr. President, I heartily endorse the kind things that have been said about Mr. Hobson. My acquaintance with him has not been very long, but from what we have seen of him in Montreal, we have learned to appreciate him. The last time we had the Executive meeting in Montreal the remarks that were passed were: "Well, he makes a very good President, he starts sharp on time, and he doesn't waste any time." I think that is a grand thing, and I just want to say in a few words, that we from Montreal heartily endorse everything that has been said in regard to the President's services to the Association. (Applause).

Mr. Rowley: Mr. Chairman, representing, as I have the honor to do, in my capacity as Vice-President, the Province of Quebec, I beg leave, on behalf of the members of this Association of the Province of Quebec, all of whom respect you, many of whom love you, and all of whom feel honored by having you as their President, to propose that Quebec, at all events, give three cheers for the retiring President. That is better than any speech I can make. Let us have them.

All present joined in giving three cheers for the President, which was followed by singing "For he's a jolly good fellow."

The Vice-President: You have heard the resolution moved by Mr. Gourlay, and seconded by Mr. George. I must express my thanks to the President for the way he has carried on the business during the past year. I might say that our British Columbia contingent are more than satisfied with the manner in which it has been done. I wish you all to rise and give a standing vote of thanks to the President.

(In accordance with the request the members stood).

The President: Mr. Hendry, and gentlemen, there are milestones in every man's life, and certainly one of the most distinctly marked milestones in my life will be the year that I was President of the Canadian Manufacturers' Association. The work has been one of great pleasure to me. It has been work that has been most instructive. It has not only given me pleasure, but I have learned a great deal from it; and I must say that the much too flattering remarks of Mr. Gourlay, Mr. George, Mr. Birge, and Mr. Cauldwell are sincerely appreciated, and anything I can do for the Association when I step out of the office of President will give me as much pleasure as it would have done if I had still continued to remain your President. (Applause).

The Secretary made the announcements.

At 4.45 p.m., the meeting adjourned.

SECOND BUSINESS SESSION.

Wednesday, September 15th, 1909.

At ten o'clock a.m., the President took the chair and said: Gentlemen, we will call the meeting to order. The first matter on the agenda is the report of the Railway and Transportation Committee, which will be read by Mr. Walsh, in the absence of the Chairman, Mr. J. F. Ellis. This report will be read clause by clause and dealt with as we go along, the same as we did yesterday.

Mr. Walsh presented the report as follows:

REPORT OF RAILWAY AND TRANSPORTATION COMMITTEE

This report of your Railway and Transportation Committee deals only with such matters as came before it during the past year, and which are general in their application. Many matters, more or less of an individual character, were taken up and disposed of by the Committee or the Department. As brevity has been recommended at previous Conventions, the report is not burdened therewith.

On the recommendation of the Executive Council, your Committee sent the Manager, together with the Manager of the Tariff Department, last Fall to visit the Western Branches and members in the Western Provinces. On similar instructions he visited the Eastern Branches, members in Quebec and the Maritime Provinces. The results were, it is believed, beneficial not only to members, who were afforded an opportunity to become acquainted with the Department, but also to the Manager, as he was enabled to get at first hand particulars of any difficulties in transportation experienced by the members, and to familiarize himself with local conditions.

Your Committee cannot allow the opportunity to pass without acknowledging its appreciation of the prompt manner with which the Board of Railway Commissioners continue to deal with and dispose of all matters brought before it. Representations, too, made by your Committee or the Department to the various transportation companies invariably receive careful and prompt consideration. Much information of mutual benefit has been interchanged. As a result, many improvements have been made in transportation conditions.

The following is a summary of the principal matters dealt with:

Bills of Lading.

Your Committee is pleased to report that new conditions for the bill of lading intended for use in connection with the movement of miscellaneous freight and general merchandise have been approved of by the Board of Railway Commissioners, effective October 1st, 1909. Although a special committee was appointed in May, 1908, to take up the question on behalf of shippers and other interests, it was made up largely of members of your Committee and of the Association. The Chairman of the Shippers' meeting was Mr. W. H. Rowley, Quebec Vice-President of the Association; the Chairman and Secretary of the General Committee being the Chairman of your Committee, Mr. J. F. Ellis, and the Manager of the Department, respectively. To the Chairmen much is due not only for the manner in which the negotiations with the representatives of the carriers were carried on, but for the unselfish way in which they gave their time and labor to the work. It is pleasing to note that within one year from the date of its appointment the Committee joined with the representatives of the railways in presenting to the Railway Commission for approval the conditions ordered by the Board. Credit is due the representatives of the railways meeting the Committee in a broad spirit throughout the negotiations, and for the early results thereby made possible.

Your Committee believe the new bill of lading to be equal, if not superior, to any in use. It defines the terms upon

which a shipment is made, and will be of value in that the shipper will not be compelled to consult a lawyer to ascertain his rights in case of loss or damage. The general liability of the carrier is defined in a way that is thought fair to both carrier and shipper. The carrier is made responsible for all loss or damage not caused by the act of God, the King's or public enemies, or by the act of default of the shipper. The railway's responsibility as carrier continues for forty-eight hours, or, in the case of bonded goods, seventy-two hours, after written notice of the arrival of the goods at destination has been sent or given.

Instead of imposing upon the shipper the burden of proving the carrier's negligence, as is done at present, the new conditions impose upon the carrier the burden of proving its freedom from negligence, a very great advantage in settling claims. Then again, the carrier issuing the bill of lading, in addition to its other liabilities, is made liable for any loss, damage or injury to the goods from which the other carrier is not by the terms of the bill of lading relieved, caused by or resulting from the act, neglect, or default of any other carrier to which such goods may be delivered in Canada, or under a joint tariff, or over whose line or lines such goods may pass in Canada or under such joint tariff, the onus of proving that such loss was not so caused or did not so result being upon the carrier issuing the bill of lading. The importance of this clause cannot be over-estimated.

Claims for loss, damage or delay must be made in writing within four months after delivery of the goods. The present regulations require the presentation of claims within 36 hours.

Goods not removed by the party entitled to receive them within forty-eight hours (exclusive of legal holidays), or in the case of bonded goods, within seventy-two hours (exclusive of legal holidays), after written notice has been sent or given, may be kept on the carrier's premises, or may be removed and stored in a public or licensed warehouse at the cost of the owner. They can only be removed after written notice of the carrier's intention to do so has been sent or given to the owner of the goods.

All the other clauses are of more or less importance. Their careful study is recommended, and members are requested to familiarize themselves therewith, as they will undoubtedly be strictly adhered to.

The bill of lading is to-day one of the most important instruments in commerce, representing as it does title while goods are in transit and removed from the immediate possession of the owner.

The thanks of the shipping public are due to the Committee, who have so successfully conserved their interests.

As the new conditions have already appeared in INDUSTRIAL CANADA, it is unnecessary to repeat them here. The preamble and first and last paragraphs of the Board's order, given herewith, will, no doubt, prove interesting.

"IN THE MATTER OF

The complaint of the Canadian Manufacturers' Association, supported by the Bankers' Association and by various Boards of Trade, merchants, and shippers throughout the Dominion of Canada, respecting the terms and conditions of carriage embodied in the bills of lading of the railway companies subject to the legislative authority of the Parliament of Canada; and in the matter of Section 340 of The Railway Act:

Upon hearing the complaint in the presence of counsel for the complainants and the Grand Trunk, Canadian Pacific, and Canadian Northern Railway Companies, and the Michigan Central Railroad Company, and what was alleged; and upon consideration of the draft forms of bills of lading agreed to by the parties thereto, and submitted for the approval of the Board.

1. IT IS ORDERED that the two forms of bill of lading for use in Canada, namely, that for consignments 'to order,' and that for so termed 'straight' consignments, attached hereto and marked 'A' and 'B,' be, and they are hereby, approved.

AND IT IS FURTHER ORDERED that on and after the 1st day of October, 1909, the forms herein approved shall be the only bills of lading to be used by all railway companies subject to the legislative authority of the Parliament of Canada."

Foreign Competition on the Pacific Coast.

As complaints have been received from time to time in regard to foreign competition on the Pacific coast, and as your Committee had abundant evidence that large quantities of package freight were being imported, the Manager of the Department was instructed to investigate and report regarding the transportation conditions prevailing, as it was felt



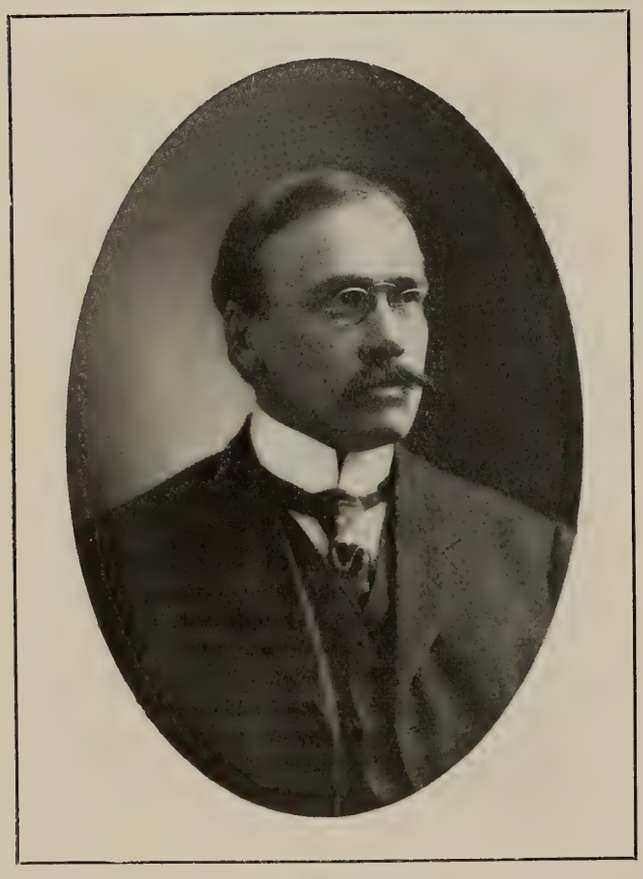
MR. J. F. ELLIS
(The Barber and Ellis Co.)
Chairman Railway and Transportation Committee, 1908-9.

that they were the governing factors. He reported as follows:—There are three lines of steamers now carrying traffic to and from Europe and Canada to Pacific Coast terminals. The first is the China Mutual Steam Navigation Company, Limited, or Blue Funnel Line. This line has eight steamers with regular sailing dates, leaving Liverpool monthly. They carry cargo on through bills of lading, via the Suez Canal, China and Japan. The voyage from Liverpool to Vancouver takes from seventy to ninety days. The rates on such commodities as iron, cement, earthenware, paint, etc., average from 20 to 45 shillings, any quantity per gross or ton measurement, exclusive of insurance.

The second line is the Chargeur Reunis. It has four boats sailing from Antwerp. Three of these are 16,000 tons and the fourth 10,000 tons displacement. They sail around the world, going via Gibraltar, thence Suez Canal, Colombo, Yokohama, Victoria and Vancouver. From Vancouver they go to Puget Sound points San Francisco, Mexico, Peru, through the Straits of Magellan, thence to Antwerp. There are no pub-

lished rates via this line, they being dependent upon the tonnage offering.

The third line is known as the Tehuantepec Route, in connection with the Tehuantepec National Railway. This line was opened for through freight traffic in September last. The railway runs from Puerto, Mexico, to Salina Cruz, on the Pacific coast, a distance of 193 miles. The route is considerably shorter than by way of Panama. Whilst the railway itself has been built for some time, it has only recently become an important factor in transcontinental traffic. At the above-named termini large docks and warehouses have been provided, sufficient to accommodate any amount of freight. All vessels arriving at these ports are under the control of the railway, each terminal being a bonded zone securely proteced by iron fences, whilst the entrances are protected by Customs officers, so that there are no chances of pilferage in transfer. In addition to the warehouses, there



MR. J. E. WALSH

Manager Transportation Department, Canadian Manufacturers Association.

are electric cranes for the handling of freight direct from ship to car. The American-Hawaiian Steamship Company have inaugurated a service in connection with this route. Their time is twenty-five days from New York to San Francisco, thirty-five days to Portland and forty days to Seattle. Rates are so adjusted as to ensure the full capacity of their vessels, being from twenty to sixty per cent. lower than via the all-rail route to San Francisco. The San Francisco rate is applied substantially at Portland Seattle and Tacoma.

Through freight tariffs are published from points in Great Britain and Europe to Victoria and Vancouver and other Pacific Coast points by the Tehuantepec route in connection with seven different lines of steamers on the Atlantic and three on the Pacific, the rates being in many cases less than one-half the rates from Eastern Canada. The advertised time in transit is forty-two days.

Shortly after the Manager's return a suggestion was made as to the advisability of establishing a monthly line of steamers from Montreal in the summer, and Halifax in the winter, in connection with this route by extending the Elder Dempster Canadian Mexican service to include Puerto. Negotiations were carried on both with the Elder Dempster Company and the Canada Mexico Pacific Coast line, with the result that such a service has been inaugurated, with regular sailings. The Department of Customs have sent an officer to Mexico to superintend the transhipment of freight in order to conform with the Customs regulations. This service is performed without expense to shippers.

The rates offered have already attracted some tonnage and a large number of inquiries. The service will, to some extent, place manufacturers in a position to compete with Great Britain and Europe, as well as with the New England States.

Freight Rates.

There have been a number of changes in freight rates during the past year, confined mostly to commodities.

The class rates ordered by the Board of Railway Commissioners, effective January 1st, 1908, have not been in any way disturbed.

There has been no change in regard to international rates via the Detroit and Niagara frontiers. The matter has resolved itself largely into a question of classification (the Railway Commission having ordered that the first-class rate from Canadian points shall not exceed the rates from Detroit and Port Huron). The differences in the classifications having been fully explained in previous reports, it is sufficient to say that such differences and difficulties will exist so long as there are different classifications.

Acting on the recommendation of the Board of Railway Commissioners, the Canadian railways advise that they have had several meetings with the Central Freight Association lines, resulting in the submission by the Canadian lines of a proposed basis of class rates from Central Freight Association territory to Canadian stations. An analysis of this basis by the Central Freight Association lines resulted in decided objections to its adoption, because in many instances their earnings per car would not be as satisfactory to them as the present basis, owing to the fact that in many cases the ratings in the United States Official and Canadian Classifications are different, and also as the revised minimum weights in the Official Classification are, generally speaking, higher than those in the Canadian Classification.

The Canadian railways were next informed that, apart from the objections raised by the Central Freight Association lines the Trunk lines operating east of Buffalo and Pittsburg considered the adoption of the Canadian Classification in their territory objectionable. In addition to this, if the basis were changed in Trunk line territory the same difficulty would be encountered unless the New England lines adopted the Canadian Classification and new scale of rates from points in New England to points in Canada.

Several propositions were considered, amongst others advancing the rates from United States frontier points, such as Port Huron, Detroit and Buffalo, based upon the Canadian Classification, but it was found that this would merely remove the discrepancies back to points immediately west or south thereof, and place the lines in the position of violating the long and short haul clause of the Inter-State Commerce Act. Another proposition was to abolish all through rates from points in the United States to points in Canada, and to substitute therefor local class rates from the frontier governed by the Canadian Classification, to be added to the rates of the United States lines up to the frontier points governed by the Official Classification. The effect of this would be an advance in the through class rates. As none of these propositions met with favor, the railways further suggested that within a

short time many of the discrepancies complained of might disappear by the action of the United States lines in themselves advancing the present basis of rates between the west and the east; furthermore, that a permanent committee had been appointed by the United States lines to prepare a uniform classification which, when adopted, might also tend to still further lessen the disparities.

It is pointed out that the order of the Board, No. 3,258, which came into effect January 1st, 1908, reduced the class rates of all the Canadian railways in the Province of Ontario, and that the original complaints in the vicinity of the Detroit frontier have thereby to some extent been removed.

As previously stated, similar conditions exist where classifications overlap in the United States, nor do they look for a removal of the difficulties until such time as a uniform classification is adopted.

As regards the discrimination in favor of United States manufacturers on certain commodities, this to some extent is being removed by the issuance of similar tariffs in Canada. Generally speaking, transportation conditions in this respect have materially improved.

Changes in Freight Rates.

Arrangements were made early in the year to publish in INDUSTRIAL CANADA changes in freight rates as filed with the Board of Railway Commissioners in which members might be interested.

The information has proved of considerable value, as evidenced by the letters received from many manufacturers urging its continuance.

Revision of Rates on Wire Fencing and Netting.

The proposition to revise the existing commodity rates on wire fencing and netting, submitted by the railways to the Board of Railway Commissioners in April, 1908, was heard by the Board at Ottawa, April 6th, 1909.

The railways submitted statements showing that in many instances the new class rates, which went into effect on January 1st, 1908, were lower than the commodity rates, and automatically cancelled the latter. They asked for permission to cancel the commodity rates entirely and apply the class rates, with the exception of the carload commodity rates, from the different shipping points to Montreal, the same to be the maximum to intermediate points. To this strong objections were taken. After hearing the evidence the Board ordered that the application be granted, except that carload rates from Hamilton, Windsor and Walkerville be on a scale fixed in the order.

Rescinding of Clause "H" of the Order of the Board, No. 3,258, dated July 6th, 1907.—International Rate Case.

When the re-adjustment of rates, which went into effect on January 1st, 1908, in accordance with the above order, was under consideration, the Board was asked to provide against an advance in commodity rates, as it was felt there might be an attempt to secure compensation against the reduction in class rates asked for. In order to guard against this the Board provided in the order the following clause:

> "That no special commodity rates now existing which may be lower than the corresponding class tariff rates herein prescribed shall be advanced by reason of the changes herein ordered or without the sanction of the Board."

Objections have at various times been taken by the railways to the clause. The Board finally accorded them a hearing at Ottawa on April 6th last. It was made clear that the rescinding of the order meant the cancellation of certain commodity rates which have long been in existence. Certain complications and apparent confliction of interests arose at the hearing. Although it was pointed out that any apparent discrimination which existed was the result of an adjustment which the railways made knowing all the circumstances, the application was granted, and Order No. 3,258 has been amended by striking out said clause. The Chief Commissioner in the judgment said:

> "The clause in contest (H in the Order of July 6th, 1907), was inserted upon the recommendation of the Chief Traffic Officer, who now reports that it has served its purpose and should be eliminated. The whole matter is of a highly technical character, as shown by the reports to the Board and as will appear from the notes of the argument at the hearing.
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> "Apart from the objections of those who will be hit by granting this application, the situation is that the Board, as constituted in July, 1907, acting upon the opinion of the Chief Traffic Officer, made the Order of that date containing the provisions now under consideration. The east and west-bound rate situation was then complex and difficult to deal with. It was elaborately discussed and fully considered. The Order followed the recommendations of the Traffic Officer. He now thinks it should be modified and Clause 'H' eliminated, and it seems to be logical that, as he recommended it if he now is of opinion it should be removed, that the Board should so order.
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> "I am alive to the fact that its removal will be highly objectionable to some interests, but these were ably represented at the hearing, and it seems that to preserve equality and remove existing discriminatory features, the Board should adopt the fully considered report of Mr. Hardwell, with whose reasoning I fully concur."



LIEUT.-COL. E. E. W. MOORE
(13th Regiment)
One of the Officers who Entertained the Members in the Armories.

Rates to Nelson, Rossland, Etc.

The agitation of the Nelson Board of Trade for a reduction in rates to points in Southern British Columbia, in which your Committee was asked to assist, resulted in a satisfactory adjustment. Reductions were made in the third, fourth, fifth and sixth classes, all rail and lake and rail, as well as in the all rail and lake and rail commodity lists. Some of the principal items to which the reductions applied are boiler or pipe covering, roofing, furniture (all kinds), glass, iron and steel, leads and paints, paper, wire, woodenware, boots and shoes, canned goods of all kinds, packing-house products, condensed milk.

Transcontinental Rates.

A new transcontinental tariff covering class and commodity rates from points in Eastern Canada to Pacific Coast points went into effect on June 1st, 1909. As is known, rates



MR. J. R. MOODIE
(The Eagle Spinning Co.)
Member Hamilton Committee.

from Eastern Canadian points to Pacific Coast terminals are based on the rates from Chicago, and have been subject to such changes as are made in the rates from there. The advances to which the attention of your Committee has been called, went into effect from Eastern United States shipping points on January 1st, 1909.

So far as that particular phase of the question is concerned, the Canadian and United States manufacturers are in the same relative position. The fact of an advance having been made from shipping points in the United States is not considered by your Committee a good reason in itself for advancing rates from points in Canada. Unless the railways show some further justification, your Committee recommends that such steps be taken as may seem necessary to protect the interests of members.

Advance in Lumber Rates.

The last annual report had a synopsis of what was done in regard to the advance in lumber rates effective May 1st, 1908. A formal complaint has since been filed by the lumber interests in the name of the Canadian Lumbermen's Association, your Association being a party to the complaint. The application was set down for hearing in Ottawa at the April sittings of the Board. It was adjourned until May, in order to give the railways an opportunity to prepare certain statements and information suggested by the Board. On taking the matter up at the May sittings it was found that some further information was necessary, and it was further adjourned until the first regular sittings of the Board in September, which will be the 21st.

The Manager of the Department attended several meetings, assisting in the preparation of the case.

Import Rates.

Complaints have been made from time to time that through freight rates from points in Great Britain to points west of Port Arthur are lower in some instances than the rates from the seaboard. An investigation proved that the complaints were groundless. It was also stated that interested lines intended cancelling all through rates to points west of Port Arthur on import traffic, and that it was being done at the request of the Association. As the Committee had taken no such action, the proper railway officials were communicated with, who replied that there was nothing in it; that they were simply revising their import rates, and that no statement had been given out such as the above. This information was promptly communicated to those interested.

The question is not a new one. It has been dealt with in previous reports. The position taken by the Association has not in any way changed.

Freight Classification.

A number of changes have been made in the Canadian Freight Classification, a re-issue of which went into effect on January 1st, 1909, namely, No. 14. Prior to its issuance, and since, supplements were submitted to the Railway Commission by the railways through the Canadian Freight Association containing serious advances. Objections were filed at the request of those interested with the Board, with the result that a number were disallowed. There were also a number of reductions in the supplements for which credit is due the carriers. There is still room for many improvements, some of which are now being made. Others will be assisted by changes in shipping methods. As the classification applies where freight tariffs specifically state that the rates contained therein are governed thereby, every manufacturer in Canada of the articles upon which the advances were proposed was affected. A change in classification very often means an advance of 10 or 15 per cent. in rates, or the imposition of some shipping condition equally burdensome.

The Railway Act requires the publication in the CANADA GAZETTE of all advances in the classification. The general public do not subscribe thereto, so that there is no general knowledge of such. Changes are constantly being made. The Department has information of the changes, and notifies those affected. Up to recently the practice has been to file the proposed advances with the Board of Railway Commissioners at the same time as they appeared in the CANADA GAZETTE, without any explanation, or giving any reason therefor. It then became the duty of the Association to file with the Board any objections there might be to them. This, to a large extent, placed the burden of proving the unreasonableness of the advance upon shippers. The Board has changed this to some extent. The railways are now required to furnish it with their reasons for the proposed advances at the time the advances are published. The public are still expected to file their objections, but under the present regula-

tions a duty is imposed upon the carriers which to some extent did not formerly exist.

Loss or Damage to Freight in Transit.

An illustrated pamphlet, printed under the auspices of the Canadian Freight Association, was, with the endorsation of your Committee, distributed direct by the above Association to members. Extracts from same also appeared in the May number of INDUSTRIAL CANADA, and it is intended to supplement same a little later on.

Amongst other things that freight men and shippers should remember, the booklet makes the following points:

> "Shippers and consignees blame the carrier when a shipment of freight fails to reach destination, or is delivered to consignee in a damaged condition. But a small number stop to think it is more their fault than the carrier's. In the beginning, the fundamental rule of carriers in accepting merchandise was the requiring of each package to be plainly marked, showing full name of consignee and destination. From a willingness to oblige patrons, this vital requirement has been so far 'side-tracked,' so to speak, that it is not unusual for boxes, bales, bundles and pieces to be accepted without any marks. Coupled to the disappearance of full marks came the gradual decline in the strength of packages in which goods are shipped.
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> "To ensure prompt and safe deiivery of goods, it is necessary for the shipper to plainly mark each and every package, bundle, or piece of any less than carload shipment."

Information is given as to how this should be done.

It is believed much good will result from a study of the pamphlet, a copy of which may be obtained from the Transportation Department.

Express Rates.

Since the last annual report of your Committee on express rates and conditions of carriage, in which was stated the lines of enquiry of the Board and evidence of the companies, the Board of Railway Commissioners have held sittings both in the East and West, from coast to coast. It is expected that the matter will be dealt with by the Board early in the coming year. Shortly after the companies came under the Board, and pending the investigation, the Board, in extending from date to date the time during which the tariffs of tolls in effect were to be charged, made a proviso, "That pending the final approval of said tariffs of tolls, the companies shall not charge any higher tolls than those which were charged by them respectively on the first day of March, 1907." The companies, notwithstanding the above order, issued a new classification and had it approved effective January 1st, 1909. It was found to contain a large number of advances, serious in their effects. Protests were at once filed with the Board. Hearings were held in Montreal and Ottawa. As a result, the Board made an order rescinding the new classification. The companies were instructed to notify at once all their agents to apply the tariffs and rates in existence prior to January 1st, 1909, and in all respects to carry on their business in compliance with the rates and rules prior to that date, and until further ordered by the Board. Assistance was given counsel engaged to assist the Board in the enquiry.

Pending the completion of the enquiry, the Board has extended until the first day of December, 1909, the time fixed authorizing the use of contracts, conditions, and regulations of the companies, subject to the provision that no increase is made in the rates or tolls to those now in force.

Interswitching.

The order of the Board of Railway Commissioners establishing tolls for interswitching, effective September 1st, 1908, was given in full in the last annual report. There have been a few instances throughout the year in which your Committee has been asked to assist in getting an interpretation of the order. All of them have been disposed of with the exception of one, and that is likely to be heard by the Railway Commission at an early date.

Ocean Bills of Lading.

Your Committee regrets to report that the Bill cited as the "Water Carriage of Goods Act" is practically in the same position as a year ago. It was again put through the Senate, went to the House of Commons, and was up for second reading, it was believed, without opposition. It was taken up as a Government measure at the last moment, with reasonable assurances that it would become law. As some opposition was raised, and the Government was anxious to close the



In the Corridor.

House, it was left over. The Bill will have to be re-introduced next year and passed by both Houses.

An effort is being made in the United States towards uniformity in ocean bills of lading conditions. The Committee in charge have had several meetings, and considerable progress is being made. No steps have been taken by shippers in Canada, however, pending the legislation sought, which, if secured, will place ocean carriers from Canadian ports in the same position as the carriers operating from United States ports.

Marking and Addressing Shipments of Returned Empty Packages.

The railways were asked, at the request of the Biscuit and Confectionery and Wine Growers' Sections to repeat their instructions to agents as to the necessity of shippers fully marking shipments of returned empty packages, such as biscuit tins (uncrated, crated, or boxed), kegs, barrels, etc., and that the billing contain a description thereof. This they

have done. Instructions have also been issued that these shipments must not be allowed to remain on the carrier's premises exposed to the weather, but must be promptly forwarded to destination.

Uniform Method of Packing of Furniture.

At the request of the Furniture Section, the Manager of the Department was instructed to submit to its members a schedule to be adopted generally in the packing of furniture, and if concurred in, to be submitted to the Canadian Freight Association for adoption. It was the opinion that a considerable saving could be effected thereby, both by shippers and carriers. The matter is still under consideration.

Board of Railway Commissioners.

A number of important traffic orders have been issued during the past year. Among others:



LIEUT.-COL. W. H. BRUCE
(91st Regiment.)
One of the Association's Hosts at the Armory Reception.

Disallowing a stop-over charge of one cent per 100 lbs. at Cartier and Sarnia, Ontario;

Fixing the additional charge which railway companies may make for changing the destination of carload traffic while in transit not to exceed $3.00 per car;

Disallowing certain proposed advances in the Canadian Freight Classification;

Ordering joint tariffs, class and commodity;

Making regulations for the payment to the shippers for car doors, when furnished by them, to enable cars to be used for traffic of various kinds;

Making regulations for the weighing of bituminous coal shipped from the United States.

Telephone Companies.

The Board has, subject to the terms and conditions expressed in its order of November, 1906, extended the period during which the companies may charge such telephone tolls as they were, immediately previous to the 13th day of July, 1906, authorized by law to charge until the 1st day of December, 1909. Provided, however, that the order is made upon the further express condition that if, upon the approval of the companies' tariffs of telephone tolls, the rates charged by the telephone companies are lowered, then a refund or proportionate reduction or rebate is to be made under all contracts for unexpired periods beyond the time for which under this order the companies may charge their telephone tolls as they were immediately previous to the said 13th of July, 1906, authorized by law to charge.

Telegraph Companies.

The Board made an order dated March 26th, 1909, providing certain regulations for the filing of tariffs of tolls, contracts, etc. It is further ordered that every telegraph company keep on file at each of its offices or stations where telegrams are received for transmission, in a convenient place, open for the inspection of the public during office hours, a copy of each of its tariffs in use thereat, and post a notice at each office or station, prominently and in large type, informing the public that the company's tariffs of telegraph tolls in use at the said office or station are open to inspection, and may be seen upon application to the operator or other person in charge, and by general order direct its employees to produce, on request, any particular tariff in use at that office or station which any applicant may desire to inspect.

Applications for Refunds or Reparation.

A number of applications have been made during the past year to the Board for orders directing the refund of excessive freight charges. In all cases where the legal toll in effect at the time the traffic moved was charged they have been refused, the Board holding that it did not have authority under the Act to make such orders.

It would seem desirable that the Act should be amended so as to give the Board power to order reparation or refunds where an injury has been done. At the same time, such legislation must be safeguarded, so as to prevent the possibility of abuse, and so that it will not defeat the original purpose of the Act.

The matter is one which your Committee for the ensuing year will, no doubt, be called upon to consider.

This brief summary comprises in a general way some of the different questions affecting transportation conditions which your Committee dealt with during the past year, all of which required the attention of the Department. There were, in addition, many matters of an individual character taken up, such as assisting in the collection of disputed or long outstanding claims, adjustment of rates or items in the classification, advising members, etc. The work of the Department in this respect has increased very materially.

Respectfully submitted.

J. E. WALSH.
Manager, Transportation Department.

G. M. MURRAY, *Secretary.*

J. F. ELLIS, *Chairman.*

Mr. Walsh read the opening and closing clauses re "Bills of Lading."

The President: I am instructed to say that a resolution will be submitted to-morrow by the Committee on Resolutions conveying the thanks of the Association to the carriers and their representatives for the broad manner in which they met the Canadian Shippers Bill of Lading Committee in this matter.

Mr. J. P. Murray: I think in connection with that resolution that has gone before the Resolution Committee there should also be thanks from this Association to the members that acted on the Shippers Committee in getting the Bill of Lading up. The other resolution is only thanking the Railway end of it, but I think we want to thank the Association members who took an active part in it.

Mr. Walsh read clause re "Foreign Competition on the Pacific Coast."

The Tehuantepec Route.

Mr. Moffatt: Mr. Chairman, in taking up the discussion of this matter, I would like to say, as I noted in your address, that what we want in this country for developing it is easy and cheap transportation. I think here is a point. This Tehuantepec route is the easiest and cheapest transportation we have at present to Pacific points. Of course, we all intend to be loyal to our Canadian railways, but when they charge us a rate of about 40 or 50 per cent higher than the Tehuantepec Railway, I don't think our loyalty should be considered; and then in using that route we are using a Canadian line; the Elder Dempster steamers are Canadian, and they convey the shipments a considerable part of the way. I think the Committee and Mr. Walsh are to be congratulated on getting the Elder Dempster and the Mexico Pacific line to establish a monthly sailing, and I think it is the duty of every member of this Association to try a shipment over this route at the present time. I understand there were only 200 tons went from Canadian points in one of the last boats, and only 80 tons in another shipment. That is ridiculously low after all the trouble that has been gone to. A great deal has been said about delay. Forty-five days is about the advertised time from Montreal to Vancouver. If you take the exports to Great Britain you will find a great percentage of them are shipped by a route which takes as long, if not longer. I don't think that is a very good argument. The Canadian export trade is very small. I think it would be a little larger if some of the members would devote a little more time to it, but I think we should emphasize this point and get more of the members to take advantage of the Tehuantepec route.

Mr. Saunders: There is one matter in regard to shipments that the Committee might consider, and that is with respect to rates. I find in my correspondence with foreign firms that they would like to get a central rate, for instance, from my town to their port without intermediate charges. For instance, we had to pay a local rate from our town to the seaport, and then a tonnage rate from the seaport to destination, together with a number of internal charges such as transportation, carrying to New York, and other points. If some method could be adopted whereby we could give a central rate the same as I would from Goderich to Hamilton, from Goderich to any port in the world, we could develop a hundred fold our export business. I have established a central rate to all points east in Australia, New Zealand, Tasmania, China and Japan. I have not been successful in doing it to England or South American points. I find it is very advantageous to my customers. For instance, I would get orders from the East stating explicitly that the rate shall be so much from Goderich to their port, and it has led to increasing my business very much. A firm writes me and asks for a quotation, and I give them a quotation at our own town f.o.b. cars, or give them a quotation c.i.f. their port. I have had a number of complimentary letters stating that I was the first that had been able to get that central rate through. It might be worth while bringing it to the attention of Mr. Walsh and the Committee to take the matter up.

Local Rates and Through Traffic.

Mr. Birge: I am very glad Mr. Saunders has touched upon that matter. In connection with the report which is being read, I haven't any suggestion to make further than this, that the Committee should consider, if possible, rates from Ontario to Montreal. This rate by the Mexican Railway starts at Montreal in the summer and Halifax in the winter, and it is of comparatively little advantage to us in the West because of the intermediate charges between here and Montreal and between here and Halifax. If the Committee would consider that and arrange in some manner that we could get a reasonable rate through instead of a local rate from here, it would be an advantage to us in this western country.



The Tehuantepec Route.

Mr. Burton: Might I suggest that when this report is being published in INDUSTRIAL CANADA a little sketch or map showing the places referred to be given. I must confess a little ignorance as to where these ports are, and a little sketch or map would make it clear.

The President: That can be very easily done, Mr. Burton.

Mr. Walsh, read clauses re "Freight Rates," "Changes in Freight Rates," "Revision of Rates on Wire Fencing and Netting," "Rescinding of Clause 'H' of the Order of the Board," "Rates to Nelson, Rossland, etc.," "Transcontinental Rates," "Advance in Lumber Rates," "Import Rates," "Freight Classification," "Loss or Damage to Freight in Transit," "Express Rates," and "Interswitching."

Mr. Saunders: I would like to get some information in regard to the process to take in order to get interswitching arranged for at points where there are two lines. Our Board of Trade approached both of the railroads in our town, and neither of them have yet taken steps to have interswitching; in fact, they both objected very strongly to it, particularly the G.T.R. Our Board of Trade would like to know what steps they should take to bring pressure to bear upon the railways.

Mr. Walsh: As I understand it, there is no connection between the tracks now?

Mr. Saunders: None whatever.

Mr. Walsh: The Board has full power to order a connection. All that is necessary is to make an application, and to show there is good reason for it, and sufficient business to warrant such a connection. The Railway Act fully provides for that, and, no doubt, the Commission would grant it.

Mr. Walsh read the remaining clauses of the report.

Mr. McGill: I have much pleasure in moving the adoption of the report of the Committee, and I am sure the members who have followed the reading of this report by Mr. Walsh will appreciate that it is of very great benefit to every member of the Association, and shows the earnest work of the Committee, and very faithful and earnest effort during the past year.

Shall a Charge be Made for Services?

Mr. Gourlay: I would like to bring up for discussion the wisdom of considering the advisability of making a charge for



MR. F. H. WHITTON
(Canada Screw Co.)
Member Hamilton Committee.

services rendered by the Transportation Manager to the firms who employ him in the collection of accounts that are difficult to collect from the railways. I mean rebates and over-charges in freight. I want to deal with the matter in a somewhat large way. I think there is no shipper who does not realize that it is perhaps the most onerous and troublesome collection he has to make. It would be a very good thing if, through this organization, a scheme was founded that would enable, in a larger measure than they are now doing, the collection of these over-charges on a percentage basis to be made. That is one aspect of the matter that I think is worthy of the consideration of the Council.

The other thought I have is, specific work is being done with very considerable profit by this department for individual members of the Association or for Corporations. I think I would not go so far as to say a charge should be made, but I think the matter should receive consideration as to whether some change should not be made in the direction of making a charge for these specific services. I would move, therefore, that this matter be referred to the Transportation Committee for consideration during the coming season.

Mr. J. R. Marlow: I have very great pleasure in seconding the adoption of the report of the Railway and Transportation Committee, and in doing so, I would like to say I think it will be apparent to any who have the interest to read the report that the action of the Association in appointing and maintaining this branch of the service is amply justified. The work of the Committee, you will realize, has consisted in a great measure in protecting the interests of the Association in holding that which they have secured, and in the way of alleviation from adverse conditions which surrounded the carriage of freight by rail. These things have been done, and those accomplishments have been effected by this Committee, and every effort has been made to improve conditions as matters were brought to the attention of the Committee from time to time. Besides that, the feature of securing lower transportation rates has never been lost sight of. The installation of this new route to the Pacific Coast is well worthy of consideration, I think, by the membership at large. It behooves them to assist the Committee in furthering that enterprise, because the development of business on the Coast will largely depend upon that. The position of English and United States manufacturers on the Pacific Coast in holding that market is due to the very low transportation rates which they have, and it behooves the membership at large to assist the Committee in furthering the new route, and doing everything they possibly can to encourage it by shipping over that route. The bill of lading is one which amply justified the Committee's work for the whole year. That is one feature to which the Committee, and particularly the Manager of the Department, devoted a great deal of time, and I think the result is something to be proud of. We have now a bill of lading under which goods may be transported, and if you read it you will see that you have a contract for the delivery of your property in safe and good condition at the other end of the journey, which is something which was unheard of in Canada before.

Extension of Department's Work.

Then again there is the matter of classification. Throughout the year the railways have continually made applications to the Board for increases in classification. While some of them have been secured, in every instance it has only been done after every one of those affected in the Association has been fully advised; or if that has not been the case, in such cases the Manager of the Department consistently endeavored to secure information to prevent anything in the way of increases. The extension of the work of the Department will be noted by the increased matter contained in this report over the previous year. For instance, the introduction of express rates, ocean bills of lading, Telephone Companies, and Express and Telegraph Companies are now subjected to the Board, and express rates are very complicated and difficult for one to understand, so that the Department and Committee, who have done everything they possibly could do with the information at their disposal, feel that they do not know sufficient of these problems to properly present them to the Board. The Manager of the Department has made a special study of express rates, and I believe, although it was not stated in the press reports at the time, that it was largely on the representations of the Manager, his evidence before the Railway Commission, and his address to the Commission, that the decision of the Commission to throw out the new tariff to the Express Companies was arrived at. The Telephone Companies' rates are something the Committee know very little of. They may be all right and probably are, but it is a good thing to have them subject to control, and it is a good thing to know that the Transportation Committee are in the position of safe-

guarding our interests in all lines in which the members of the Canadian Manufacturers' Association are affected.

I have very great pleasure in stating that the Management of the Transportation Department throughout the year has been conducted in a very wise and excellent manner by Mr. Walsh, and I also wish to pay tribute to Mr. Ellis, the Chairman, who was untiring in his efforts to do everything in furthering the interests of the members in all matters that came before the Committee.

Reduction in Parcels Post Rate.

Mr. Rhys D. Fairbairn: I move that the Railway and Transportation Committee be instructed to meet with the Express Companies, and to endeavor to get the minimum rate of 25 cents reduced to 20 cents, and if refused, to bring the matter before the Board of Railway Commissioners; and further, if it cannot be dealt with by them, to urge the Dominion Government to reduce its rates on parcel postage on all parcels up to two pounds, and increase the size of the parcel, to meet this excessive express rate as now in force.

Mr. Burton: I take pleasure in seconding that motion, Mr. Chairman. When you consider the rates that are charged for postal carriage in the Old Country, and perhaps more particularly in Germany where you can send a parcel weighing about five pounds to any part of the German Empire for twelve cents, and when you consider that here in Canada to send anything in the way of merchandise you have got to pay one cent an ounce, there is certainly a very large margin between the two. I am perfectly satisfied that the Post Office Department could take this matter up and make money out of it. With regard to the Express Companies, although Mr. Marlow has stated the difficulties members have in understanding the conditions, I think one thing we understand is that their profits are really enormous, especially on small parcels.

Mr. Henderson: I don't like the latter part of the motion. It seems to me it is a very serious matter indeed, and one that requires very serious consideration, whether or no we should recommend the postal authorities to lower their charge for parcels. It seems to me we are simply doing what certain interests in this country want done. They have been trying to get parcel postage lowered. If I make no mistake, that was up in the Association years ago, and they decided not to make any recommendation. It is a matter that requires a great deal of thought and consideration, because it is going to extend the mail order business, whether it is for the good of the country or not. I would suggest that the latter part of that motion be stricken out, and I move that as an amendment.

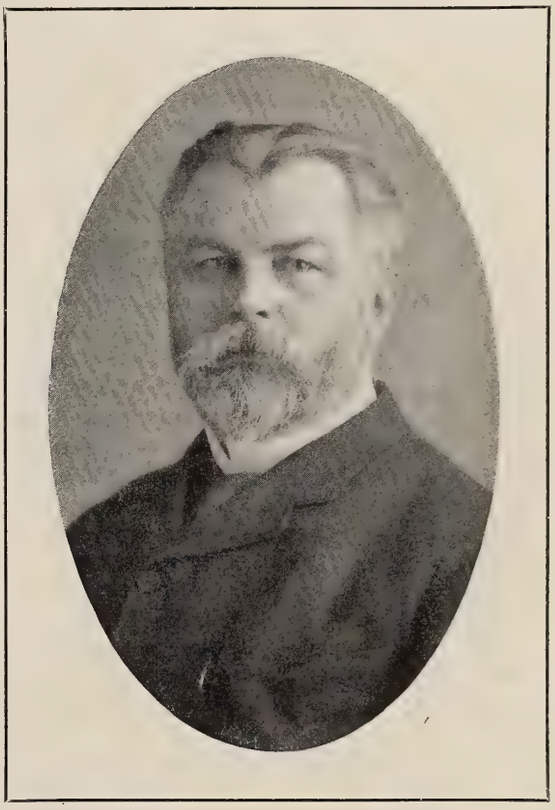
Mr. Phillips: I second the amendment. I think we are stepping on dangerous ground, especially in the latter part of that motion. Then as to the Express rates. We use the Express Companies very largely. I suppose there is hardly a day in the week but there are at least one hundred parcels going out of our establishment, and we have a special rate on certain classes of matter; but so far as merchandise is concerned, if you come to look at it, 25 cents is a very small charge, because they have to come for the parcels, they have to deliver them, and they have to take certain risks. Now, it is all very well for us to try to get a lower rate if we can, but I think it would be well to leave it to the Committee to see what they can do.

Mr. McKinnon: I believe there is a motion and an amendment. I think that this is a most important matter, and one that needs to be thought out very carefully indeed, and I have much pleasure in moving an amendment to the amendment, that the matter be referred to the Transportation Committee to be dealt with by them, and they to refer it to the Executive Council.

Mr. Fairbairn: That is exactly what the motion is.

Oppose Reduction.

Mr. Robins: I wish to support Mr. Henderson's amendment. I would not like to see this thing go to the Transportation Committee without an expression of the Association. I don't think the Postal Service of a country such as this compares with any of the European countries, because we have enormous distances. A two cent stamp goes from one end of the country to the other, and our postage is uniform throughout the country. We cannot possibly compare the conditions. The Postal Service in this country to-day is being vastly abused. Take book postage. We know the Government must lose money on it, and the only justification for that is that it is for the greatest good of the greatest number. We see huge catalogues, as big as family Bibles, being carried through this country at the expense of the people, and the result is that a large part of the retail business of the country is monopolized by two or three centrally localized concerns.



MR. J. P. MURRAY
(Toronto Carpet Manufacturing Co.)
Ontario Vice-President, 1909-10.

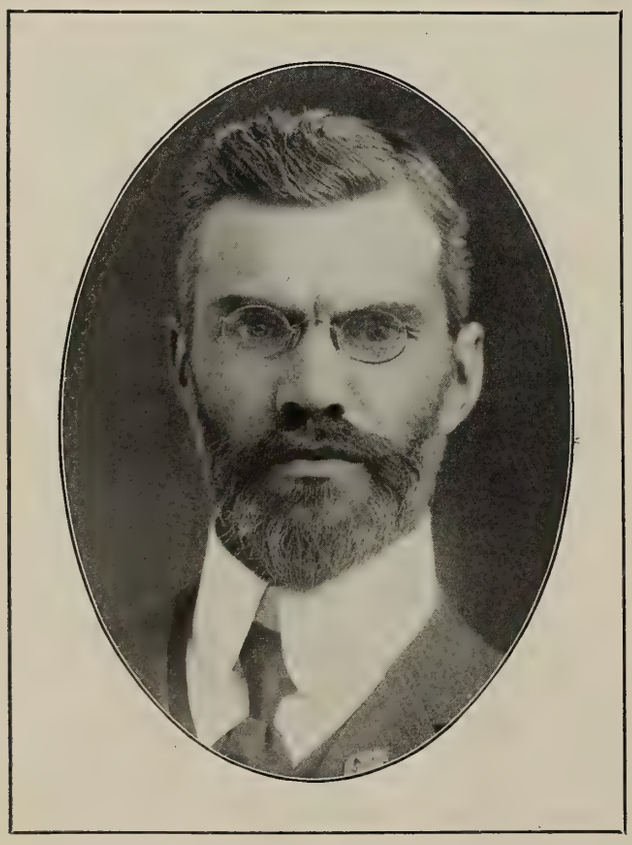
I think that is a great abuse. I think the reduction of parcel postage would be a greater abuse still.

Mr. Marlow: I am inclined to believe that it would be unwise to have the motion on the books of the Association. Not that I have any great knowledge of the merits of the case that Mr. Fairbairn wishes to bring before the Association, because I believe he would not move it if he did not feel that there was some good ground on which to make the motion, but I believe the latter portion of that resolution coming upon a request is open to two interpretations. If you will read it quickly you will see he follows a request with something that might be construed into a threat, and it is very unwise for an Association of this character to have such a resolution upon its books. I don't think Mr. Fairbairn quite realized that when he moved it, and I believe the latter part of the motion is not one that should properly go to the Transportation Committee; it ought to go to the Executive Council, and if the Executive Council feel it is one that should be pursued, they

will appoint a Committee to wait upon the Government. I believe the two subjects in the resolution should be separated; and at any rate it would be wise, if the resolutions were to carry, to let it stop with the request upon the Express Companies, and after the anticipated action of the Companies has been taken, then it is time to move in the other direction.

Mr. McNaught: There are a great many concerns where nearly all their goods are sent by express, and I think anything which the Committee can do to further the reduction of the express rates should be done by them. So far as the motion is concerned, I think the mover only intended to impress upon the Committee the desirability of the reduction of the express rates, and the means mentioned there is simply a means to the end. I think if you leave out the latter part of the motion it will cover the ground.

The President: Perhaps Mr. Fairbairn will withdraw his motion and let Mr. Henderson's amendment be put.



MR. JOSEPH PICARD
(Rock City Tobacco Co.)
Chairman Quebec Branch, 1909-10.

Mr. Robins: There is no resolution from Mr. Henderson.

Mr. Henderson: I moved that everything after the first sentence be stricken out. That was my amendment.

Mr. McKinnon: My idea would be to refer the whole affair to the Railway and Transportation Committee who have been dealing with this matter, and know the details of it completely, and leave it in their hands to report to the Executive Council.

Mr. Cauldwell: I would second that.

The President put the amendment to the amendment, that the whole matter be referred back to the Transportation Committee, which, on a vote having been taken, was declared carried.

The President: We will now take your motion, Mr. Gourlay.

Mr. Gourlay: My motion is that the Executive Council, through the Transportation Committee, consider the advisability of enlarging the scope of the Transportation Committee's work to include the collection of freight overcharges and rebates at a fixed charge to the members of the Association.

Mr. Rowley: I second that.

Mr. Huestis: The members who served on the Railway and Transportation Committee have noticed the increasing number of requests for claims that have come before Mr. Walsh, and we thought to make the service of our Committee more profitable that assistance should be given Mr. Walsh so that he could take up these individual items. The report here shows the vast amount of matter that has been gone over. Those individual matters take up a great deal of time and a great deal of detail, and if such a resolution is carried I think it would be necessary for an assistant to be appointed to help Mr. Walsh.

Services Should be Free.

Hon. E. J. Davis: It seems to me that the Committee ought to have some views as to what the result of the operation of this will be. May I be permitted to say a word or two on general principles. The experts in connection with the Association are paid by the Association. The funds for doing that are paid in by the members of the Association. In many years in the past there has been more or less objection made to our Association by our members, and it was difficult to increase the membership, because they believed they were getting very little advantage from the Association. I am glad to say that in the past four or five years I think this Institution has done more for the business men of the country than it had ever done in all its history before. Now we are able to increase our membership, because we can say to other manufacturers, if you become a member of the Association, through their experts you get certain information along the different lines of your business, which will help you very materially. I think we ought to go as far as we can, through our paid experts, in helping the members of this Association. I speak disinterestedly, because during all these years I only remember twice when I brought two trifling matters to the experts of the Association, and I may say on those occasions I received every courtesy and attention. Some members of the Association may use them a great deal more. They are doing a large business, and doing more for the development and trade of the country, and probably from that fact they are paying more as members of the Association than some members are. I think we ought to go as far as we possibly can in helping our members. I don't think it would be good policy in the interests of the Association to make charges to members for work that is done.

Mr. Sparks: I would like to say a word along that line from the standpoint of the small shipper, and as a comparatively new member of the Association. The main feature which induced our small firm to take membership in this Association was the fact that questions like this would be dealt with by experts at no cost to ourselves. It seems a delicate matter to say that we wish to get something for nothing—get services worth something for nothing, but the fact remains that that is what a great many of us are after I am not ashamed to admit it myself. There seems to be a desire to increase the membership, and the membership will largely come from the smaller concerns. I think it places a very good weapon in the hands of anybody soliciting new members to say that all the services of these experts are given free. I don't know whether the Transportation Department's time is entirely occupied now. If it is not possible for them now to attend to all the business that comes before them it may be necessary to make a charge, but I think while the Transportation Manager has any time at all it would be wise for the Association to allow him to give his services without any extra charge to the members of the Association.

Mr. Henderson: Mr. President, I think it would be a great

mistake for us to pass that resolution of Mr. Gourlay's. To my mind the most important Department of the whole Association is the Transportation Department. It has done a vast amount for the manufacturers, but I think we will make a mistake if we turn it into a collecting agency, as I am afraid it will take the Manager's attention from far more important matters. I think there are very few cases where we cannot manage, with the assistance of Mr. Walsh, to make our own claims. If our receipts are not enough to carry on the work of the Association, let us face it at once by increasing the membership fee, but do not take this way of increasing the revenue. For that reason I oppose the resolution as before.

Mr. Rowley: In seconding the resolution that Mr. Gourlay proposed, I find I had in my mind exactly what he had in his mind when he made it. We had not spoken to one another about it at all. The idea Mr. Gourlay had in his mind, and the idea I had in my mind was that this subject should be brought to the attention of this Association so that we might have the sense of the large number of members here as to whether the services of the Transportation Department were to be given free, without any charge, or whether there was to be any charge made for anything at all. We have an Insurance Department that has given this Association a vast amount of very valuable information, for which no charge whatever is made, but if you go to the Insurance Manager and ask him to collect a claim for you, ask him to prepare a special form of policy for you to insure your buildings, you expect it, and you are charged with it. Whether that is within the knowledge of the majority of the members of the Association or not, that is the fact. The charge is a fair one, a small one, and everyone, as far as I know, that has taken advantage of it is satisfied with it. What we want to find out is whether this Association wants to continue that practice in any of the other Departments. If we had to collect freight claims in any other way, I don't know but what we would have to pay a large sum to get it done. I am not in favor of making this charge, but I am in favor of knowing whether or not the Association thinks this charge should be made. The same thing would apply to the Tariff Manager. If claims are made upon the customs, should or should not the Manager of the Department who gets these claims back make any charge for doing it? The only way we can arrive at it is to bring the matter before the Association. As I understand the resolution, it is just to know whether, when money is recovered, you are to be charged for it. Perhaps every good purpose has been served by this discussion.

Mr. Gourlay: I want the Executive Council, through the Transportation Committee, to consider the advisability. The Transportation Committee has done magnificent work. They have also in the nature of things, without perhaps having any definite limitations set before them, gone into the collection of difficult freight matters. The Committee are in that position, and Mr. Walsh's work has so developed that he must have assistance. The Treasurer's report shows something over $5,000 for the expenses of the Transportation Committee's work throughout the year. If an assistant is to be added, and if it is known that these different accounts are being collected for the members of the Association by that Committee, there will be more of them; it will be for the Committee when they consider this whole matter, to say whether the work is to be done, and a charge made for it, or whether there is to be a limitation. It is to consider the advisability of the matter so as to know where we stand in the handling of this matter later on that I made the motion.

Additional Revenue Needed

Mr. P. W. Ellis: It is quite clear that there must be some means taken of increasing the revenue of the Association. In the address made by the Secretary we were informed that there were only some 500 eligible manufacturers at the beginning of last year to be canvassed as members for this organization, and during the past year some 259 of those have entered into our ranks, which very largely reduced the number to get in to increase our membership. In the report of the Treasurer there is only a margin of about $1,000 between our revenue and the ordinary normal regular expenditure. Matters are bound to arise as they did last year calling for additional funds. Services may be required that cannot be rendered for the reason that there are no funds available. I submit, Mr. Chairman, as a business man, and I am sure all the membership will agree, that a margin of $1,000 is altogether too small for the operations of a great Dominion Organization like this, dealing with matters of such paramount importance to the interests of our country. I do not think it would be wise to allow this Convention to close without taking up either the suggestions from the Secretary to rearrange in some way the annual fees, or to adopt some such motion as Mr. Gourlay's, leaving it to the Transportation Committee's own investigation and wisdom, to report to the



MR. THOS. R. DEACON
(Manitoba Iron Works)
Manitoba Vice-President, 1909-10.

Executive Council if, in their judgment, there are individual services rendered by the Committee for which a charge might very reasonably be made. We know, of course, Mr. Chairman, there are matters of general import, matters that concern many of our members, if not all. Of course, not any of us would advise for one single moment that such matters of policy, that such matters of general interest, should be an additional charge upon any member, but with reference to the Insurance Committee to which Mr. Rowley referred, there are certain individual services rendered by the Department for which a very modest charge is made. I am not possessed of the information to say that it covers the cost of the Department, or that it means a source of revenue even beyond that, but I do think this Convention should not close without some method being devised to increase the revenue of the Association in order that we may have a larger margin than $1,000, and I judge it is that condition that has largely influenced Mr. Gourlay in making his motion.

Mr. Saunders: I think the motion by Mr. Gourlay should be considered very carefully, for this reason, that there is no similarity between the matter he referred to, the services rendered by our Insurance Expert and that rendered by our

Transportation Expert, in establishing certain principles on which we conduct our business. If our Insurance Expert will come to me and offer me a schedule through which I will place my insurance, that is established for years, and the same way with the Transportation Expert, if he establishes some rule or has some rule adopted by the Board, that is established for years; but where you have the collection of charges for over charges of freight and rebate, it requires a voluminous amount of correspondence. Those who have had that matter in hand know the amount of assistance required in collecting charges from Railway Companies. My own belief is that if you put this matter in the hands of the Transportation Manager and Committee, you will have to employ, not one assistant, but half a dozen. I think the great trouble is the failure of the firms to continue persistently the application that has been made to the Railway Companies. I have adopted a system whereby I make an application to-day for a rebate on an over-charge or some error in classification, and in ten days I will follow it up, and in ten days more I will follow it again.

The President: I don't think you are quite speaking to the motion. I think it should be confined strictly as to whether a charge should be made or not.

Mr. Saunders: We should not refer matters of small detail to our officials to whom we are paying good salaries, to take up their time when their time could be more profitably occupied in matters that are of interest to all the Association. Let them take up large matters which affect every man in this room, and not take up little matters.

Mr. Fortier: As this matter hinges largely upon the matter of revenue, I would like to ask if there are any booklets or leaflets setting forth the advantages and benefits that this Association has to offer to the non-members of the manufacturing interests of Canada. If not, let them be prepared and placed in our hands. I go to a man and ask him to be associated with us, and he says, what benefit has the Manufacturers Association got for me? If I had in my hands a leaflet setting forth the advantages, I believe in nine cases out of ten I could persuade those parties to become associated with us, and in this way increase the revenue.

Mr. Cauldwell: There is a great deal in what the different gentlemen have said, and from a practical standpoint I would like to hear from Mr. Walsh.

Stick to General Principles.

Mr. Robins: I rise to a point of order. I don't see what we will gain by being advised by Mr. Walsh in this matter. Surely if we are of sufficient calibre as business men to meet here in Association, we ought to be able to discuss the principles. Now, there is a middle question that has not been touched upon, and one side of it is, shall we make a charge for such services as the Railway and Transportation Expert may render, or shall we not? There is the other question, shall we go on rendering those services, and I emphatically think not. I think we shall weaken the Association by taking up these personal matters; I think we shall embarrass our officers in many ways if we allow them to take them up, and it seems to me it is rather a reflection upon the want of individual organization if it is necessary for us to come in and ask Mr. Walsh to take up the matter of our relations with the carriers. As Mr. Saunders has said, this Association is for the purpose of dealing with big matters. We have no excuse for dealing with anything unless we can say that it is of broad, general interest to the manufacturing community of this country. If we need more money, let us put our hands in our pockets; we are well able to do it. I move that everything in the way of revenue for personal services by the officers of the Association be discontinued, except in the matter of the Insurance Department, which is a very different thing.

Mr. Henderson: I have pleasure in seconding that motion.

Mr. Ellis: That would be a most dangerous resolution. There are occasions when the Manager of the Transportation Department, with little or no expenditure of time, with only the knowledge of the proper procedure, with only the weight of this organization behind him, can render to the members of this Association benefits of an incalculable character, and in order not to prolong the discussion, allow me to illustrate by a concrete example: A certain firm had an important shipment suddenly disappear. That firm telephoned, pressed, urged in every way possible to try to receive some consideration from the Transportation Company, and it was only when the Manager of the Transportation Department himself addressed a line to that company he got immediate relief. Without that he would have been to this day still at it, and that is over a year ago.

Mr. Marlow: Mr. President, I don't wish to discuss the merits of the resolution with regard to securing revenue, but I think it is very good to have an expression of opinion for the benefit of the Committee on a matter of this kind if it is to come up for consideration during the year. I think, too, that if the resolution may go to one extreme in the way of collecting revenue and putting the Transportation Department in rather an embarrassing situation at times, Mr. Robins has, perhaps, gone to the other extreme in the attempt to cut off all benefits which small manufacturers receive from the Transportation Department without much effort on the part of the Manager. This resolution was very much discussed at one time. The Association called upon the Government to create the Railway Commission, and the matter of outstanding claims and difficulties in collection was one that was given a great deal of attention by the Manufacturers Association, and the other Associations, who first moved towards securing a Commission from the Government. What are these claims? In many cases it is a question of principle, some question upon which the Railway Company is standing; not a question of not having money enough to write a cheque. But there are some cases in which an individual claim is made, and it is a question of principle, and it is the duty of this Association to stand there and make the Railway Company adopt whatever is the proper relation towards the shipper. That should not be accomplished at the expense of the individual member, because it is to the interests of the Association. Secondly, if the matter is not one of principle, if it is the accumulation of claims that have not been paid, if the Railways have been dilatory, then I think it is still a matter of principle as to delays that the original claim to the Government was made upon. That is still a matter of principle. There are not many instances where it comes down to an individual collection, and I think the amount of revenue derived would probably not compensate for the services of the additional staff that would be required to attend to the claims. The Pittsburg Association found that to be the case, and disbanded the organization they put up for the collection of claims on a percentage basis. I think if the Association is to be in the position of having to collect claims on a percentage basis, instead of now occupying the position as Manager, Mr. Walsh and his Department will be in the position of collecting agents, and the Association's Department will lose a great deal of the dignity it now maintains before the Railways. They can go to the Railways now in a position which they could not then. I think the matter should be allowed to go as it is now.

Mr. Robins: I don't want to be misunderstood for a moment. I quite realize that the individual case also often involves a principle, and I quite believe that this Association should work on principle, but to work for John Jones is not

working for principle. If any member of this Association has any complaint, I say he should lodge it, and it is proper for this Association to urge in the proper place that such and such things are so, or are not so, but this Association ought not to be a collecting agency for John Jones. We are all interested in the principle that if the Railway Companies can take advantage of John Jones, the next time they can take advantage of me, and this Association should stand up for the principle which will protect both John Jones and me. That is where I draw the line. It will embarrass our officers and our committee, because if it is once alleged or understood that the services of our experts can be called upon for the pressing of an individual claim, there is where the evil will be done. Our Association should confine itself to protecting us as a body, let the complaint come from where it will. It should not be taken up on behalf of the individual.

Mr. Cauldwell: Mr. Walsh was going to speak along the very line you mention, and that is the reason I wanted him to speak. He tells me in the Claims Department of the Grand Trunk, in Montreal alone, they have 80 clerks; also in the C. P. R. If all the little claims that the manufacturers of Canada have are sent to the Transportation Department, where is it going to end? That was my reason for asking the Association to hear Mr. Walsh speak upon the matter.

Mr. Saunders: I don't want to be misunderstood; I want to still maintain to myself the privilege of appealing to any officer of the Association for any information I want.

Mr. Gourlay: The purpose we had in view was to thresh this matter out for the Transportation Committee, and when they deal with the question they will be able to decide upon the line which will either circumscribe their work or enlarge it. We have been running into a rut, and we have been doing work for individual members of the Association that it was not specifically intended the Department should do. As the matter has been thoroughly discussed, we will withdraw our motions.

Mr. Robins: I wish my motion to stand. I move that, whereas, it is understood that the services of our Transportation Manager have been given for the prosecution of individual claims against carriers, the practice be discontinued.

The motion was seconded by Mr. Henderson.

The President put the motion, which, on a vote having been taken, was declared lost.

The President put the motion to adopt the report of the Railway and Transportation Committee, which, on vote having been taken, was declared carried.

The Secretary made the announcements.

The President called upon Mr. Cockshutt to present the report of the Tariff Committee.

REPORT OF TARIFF COMMITTEE

As it was generally understood that the Dominion Government did not intend making many alterations in the tariff during the last session of Parliament, only a few matters, which generally affected the members of the Association, were dealt with by your Committee, of which the following were the principal subjects considered:

Appointment of a Tariff Commission.

The President in his address at the Convention banquet last year stated:

> "This Association will heartily welcome the establishment of a permanent Tariff Commission, to whom the multifarious details that enter into the tariff question might be referred for investigation and report."

To which the following reply was made by the Right Honorable the Premier:

> "I do not exactly realize yet what is meant by a 'permanent Tariff Commission,' but I am free to say that if it be meant that you would have a permanent Commission, such as I think they have in the United States, to follow the workings of the tariff from day to day, to follow the incidents, to follow the effects upon the producer and consumer, and its daily effects upon the community, I do not see any reason why such a Commission should not be appointed."

Mr. F. D. Monk, M.P., also stated:

> "We are safer if we commit the care of the details to a Tariff Commission of a permanent character."

When the time came for your Committee to consider the scope and duties of the proposed Tariff Commission, and the plan which had best be followed to secure the necessary legislation authorizing its appointment, some objections were raised in connection therewith. It was, therefore, thought advisable to move slowly and carefully in the matter, and as an invitation to attend a National Tariff Convention of the United States manufacturers and other organizations, which was to be held in February, at Indianapolis, for the purpose of discussing the merits of a proposed Tariff Commission for that country, had been extended to the Secretary, he was instructed to attend same, and pending his report no further action was taken by your Committee. When the report was received, it was deemed advisable to have it printed in the August number of INDUSTRIAL CANADA, in order that all the members of the Association might be fully informed regarding same. Your committee respectfully invite a full discussion on this question, and will be prepared to carry out the findings of the Convention.

Duty on Woollen Articles.

At the Convention held last year in Montreal, the following resolution was adopted:

> "Whereas, Before the introduction of the Preferential Tariff the manufacture of woollen goods was a prosperous Canadian industry;
>
> "Whereas, The Woollen Section have repeatedly given to the Government every possible information, and were assured that such information was sufficient;
>
> "Whereas, The Woollen Section suggested to the Government a tariff that would restore this industry and which would reduce rather than increase the cost to the consumer;
>
> "Whereas the slight alterations made in the tariff in 1906 have not relieved the situation;
>
> "*Resolved*, That the Association in Annual Convention assembled, views with alarm the attitude of the Government towards an industry, established in so many parts of our Dominion, and which gives employment to so many Canadian people, and protests against the Government discriminating in favor of the outside manufacturer as against the Canadian."

As a result of the resolution the Right Honorable the Premier announced in his address at the Convention banquet that a Commissioner had been sent to England to examine there into the conditions of manufacture. The report of the

Commissioner was not received until near the close of the Session of Parliament, and his summary was as follows:

"In order to make a comparison between cost of manufacturing in Canada and in Great Britain, it would, in my opinion be necessary to take into account the following items, viz.:—

1st. Wages;

2nd. More expensive factory buildings, owing to rigorous climate;

3rd. Extra cost of heating same;

4th. Additional buildings required for storing large quantities of raw material;



MR. HARRY COCKSHUTT
(Cockshutt Plow Co.)
Chairman Tariff Committee, 1908-9.

5th. Extra capital employed in carrying larger stocks, owing to being far removed from the base of supply, and also that mills are practically compelled by local market conditions to purchase twelve months' supply of Canadian wools after shearing season;

6th. Higher rate of interest on money employed;

7th. Increased cost of machinery;

8th. More expensive motor power, owing to higher prices for fuel;

9th. Owing to Canadian mills having a limited market, they are compelled to show a large number of designs each season and manufacture from comparatively short warps, which interferes with production and increases cost;

10th. The specialization, which is so general in Yorkshire, has many advantages in lowering the cost of production, and also enables manufacturers in England to do a large volume of business on a comparatively small capital, which is not possible in Canada."

Your Committee deem it advisable to call attention to a few extracts from a report made to the Department of Trade and Commerce, on the 12th of December last, by Mr. J. B. Jackson, then Trade Commissioner at Leeds and Hull. Mr. Jackson states:

"Owing to the great outcry in this district, complaining against the alleged dumping of German textile manufacturers in this market, the textile workers of the heavy woollen district, with Batley as a centre, appointed a committee of expert workers and others, a short time ago, to proceed to Germany and to report fully on the conditions there obtaining, both as to production, prices, wages, and especially as to the reason why the Germans were able to undersell the manufacturers in the home market."

On the return to England of the deputation referred to, one of their number gave an interview to the *Yorkshire Post*, which Mr. Jackson quotes in full, and the following are extracts taken therefrom:

Little Unemployment and Destitution in Germany.

"We found little or no unemployment, and no destitution in the textile districts, in spite of the general trade depression that has existed this year in Germany, as elsewhere. Manufacturers have their conventions for the regulation of prices and output, and steady employment is one result. There is little overtime worked at present, and it is generally expected that next year overtime will be prohibited by the state. At the same time, a ten hour day for women with Saturday afternoon holiday, will be legalized. Long hours are still worked in some districts, but we did not meet a single operative whose week exceeds 62½ hours—in some cases it is only 50, or 3½ hours more than the standard of the heavy woollen district.

Unemployment in England.

"There are more operatives and workmen out of employment in this district (Batley) than ever before, and the trade prospects are so discouraging that during the coming winter the probability is that the number will be very much increased. The future is very black, indeed, without sign of betterment.

"At present, in Leeds and Sheffield, it is claimed that there are some 40,000 people—men, women, and children—utterly destitute, and dependent entirely on charity for their support.

Conditions Make for Deterioration of the Nation.

"In looking at the army of the unemployed, as you see it at present in these large centers, one is struck with the vast number of young men contained therein, pinched and wan, with a wolfish and starved look, which shows the lack of sufficient sustenance, and which year by year deteriorates their manhood, both physical and moral, stamps them down into the mire where they permanently become only a unit of the great submerged class—submerged and deteriorating year by year in all that makes for citizenship, whether physically, morally, or intellectually. It is a sad pic-

ture, but one which is brought to one's attention at almost every street corner, and in walking down to business in the morning, one will be intercepted oftimes by dozens of gaunt, dirty, and ragged creatures, male and female, whose wolfish eyes show the dire pangs which are sapping their existence, as they mumble 'a penny, for the love of God, to save us from starvation.'

"When the men are in such straits, what must be the untold misery and hardships of the poor wives and children, the home a cheerless hovel, garnished and swept of everything upon which the pawnbroker will lend a shilling?"

Mark the contrast, and take note, that while free trade exists in Great Britain, the industry in Germany is protected by specific duties, which ensure the home market to the manufacturer in that country, and, in addition, allows the manufacturer in Germany to compete with the world in the markets of Great Britain. While the condition of the employes in the woollen industry in Canada is infinitely better than it appears to be in Great Britain, yet it must not be forgotten that for some time the mills in Canada have not exceeded one-half of their capacity, which means an increase in the cost of the output and a lesser demand for the products of the sheep-grower, all owing to the industry not being accorded the proper system of tariff protection. This matter was referred to the Woollen Section for consideration, and it is understood a resolution in relation thereto has been prepared.

Export of Pulpwood.

Your Committee are pleased to report the Premier of Quebec has announced, that, on the expiration of the present leases, which it is understood will expire in January, 1910, the export of pulpwood from Crown lands in that Province will be prohibited.

Franco-Canadian Convention.

This Convention has been approved by the French Chambers. It now remains to be sanctioned by the Parliament of Canada, and ratifications to be exchanged at Paris, France, before coming into force.

Duty on Lumber.

The following resolution, adopted by the Mountain Lumber Manufacturers' Association, of British Columbia, was received by your Committee:

"Whereas, The lumber interests of British Columbia and Western Canada, are still suffering from the unfair competition of rough lumber coming into Canada free of duty, and

"Whereas, Railway companies are still placing orders for lumber on the American side, such railway companies having been heavily subsidized by the Canadian people, of which subsidies British Columbia has to pay her proportion; and

"Whereas, Large quantities of lumber are waiting sale and mills are idle, which lumber was produced with protected machinery and protected supplies; and

"Whereas, The manufacturers of Western Canada have to-day in stock as much lumber as they have ever marketed in the best year heretofore experienced; and have increased their manufacturing capacity to such an extent that they are now able to supply a market at least three times greater in any one year than sold in the best year so far experienced, viz., 1906; and

"Whereas, The Honorable Mr. Fielding assured the lumber manufacturers of this district some years ago that the Dumping Clause would give us ample protection from American lumber; which is not the case, for the reason that during the past eighteen months the American market has been so demoralized that their mills have been selling lumber for less than two-thirds of its cost, and consequently exporters to Canada are willing to make affidavits that the price at which they are dumping lumber into his country is the 'fair market value if sold for home consumption'; and

"Whereas, The mills of this district were unable to operate to one-fourth of their ten-hour capacity during 1908, throwing out of work thousands of men, and causing millions of dollars of invested capital to remain unproductive; and

"Whereas, Owing to our excessive capacity to produce lumber, it is important to preserve to Canadian mills our entire markets; and



MR. R. W. BREADNER
Manager of the Tariff Department, Canadian Manufacturers Association.

"Whereas, The product of the Mountain mills being 75 to 85 per cent. common lumber, the unfairness should be manifest of allowing American mills to dump into Canada their surplus low-grade material, which represents by far the largest portion of our output; and

"Whereas, The most vital industry in the welfare of this Province is the only great industry on the American continent which is not afforded reasonable protection, and as there seems to be no just grounds to continue to sacrifice our interests; it is therefore

"*Resolved*, That the Dominion Government be urged to give this matter prompt investigation for the purpose of verifying the claims advanced in this petition and to place a duty of $2.00 per M. on rough fir, cedar spruce, larch, and pine lumber, and of thirty cents per M. on shingles, at the earliest possible date."

Your Committee were pleased to advise the Government that the Association was favorable to a duty being placed on lumber, but, in order that no injustice might be done to manufacturing interests requiring a class of lumber which is unobtainable in Canada, it was suggested to the Government how the lumber schedules should be re-cast. In this connection your Committee desire to record that the conditions set forth in the petition agreed with the report made by the Manager of the Tariff Department to the Executive Council on his return from the West.

Transportation of Canadian Goods via Tehuantepec Route to British Columbia.

In order to enable the Eastern Canadian manufacturers to meet European competition in British Columbia, the Honorable Mr. Paterson, Minister of Customs, as a result of repre-



MR. R. O. McCULLOCH
(The Goldie & McCulloch Co.)
Chairman Tariff Committee, 1909-10.

sentations made to him, in which the Department assisted, sent a Customs Officer to Mexico to supervise the transhipment of Canadian goods in that country so that free entry could be allowed at the Canadian port of destination.

Special Visits of Manager of Department.

Acting under instructions from your Committee, the Manager of the Department (accompanied by the Manager of the Transportation Department) visited in November and December the members in Manitoba, Alberta, and British Columbia, and in July the members in New Brunswick, Nova Scotia, and Quebec City, for the purpose of consultation and to explain more fully the many advantages which the Association offers. As a result, much valuable information was obtained, the interest of members revived and a number of applications for membership were received.

Partial List of Decisions in Which Your Tariff Department Was Interested.

During the past year the following Orders-in-Council (being the result of appeals made under the provisions of section 58 of the Customs Act), declarations of the Board of Customs, and decisions of the Department of Customs pertaining to tariff classification, and which are more or less of a general character, have been received. In a few cases the declarations and decisions do not agree with the views of your Committee, and it is expected that appeals will be made by interested members.

Orders-in-Council.

Creosoted Paving Blocks of Wood.—Creosoted paving blocks of wood, ordered to be assessed duty under tariff item 506, British Preferential rate 17½ per cent.; General Tariff rate 25 per cent.

Crushed Gypsum.—Broken Gypsum rock, not ground, such as would pass through a half-inch screen, ordered to be assessed duty under tariff item 294. As a result of this Order-in-Council the Department of Customs has ruled that all crushed gypsum shall be subject to duty. British Preferential rate 10 per cent.; General Tariff rate 15 per cent.

Declarations by Board of Customs.

Sea Coal Facing.—Pulverized coal (dried) prepared for moulders' use, invoiced and sold as "sea coal facing," declared to be dutiable under tariff item 314, British Preferential rate, 15 per cent.; General Tariff rate, 25 per cent.

Firebrick.—Fire brick sleeves, nozzles, tuyers, and runner brick, declared dutiable under tariff item 282, British Preferential rate, 12½ per cent.; General Tariff rate, 22½ per cent. Argument was submitted in support of the contention that these articles were entitled to free entry under two items in the tariff, first, as fire brick not made in Canada; second, as part of converting apparatus for metallurgical processes in metals. The contention was not sustained.

Baryta Coated Paper.—Baryta coated paper, when to be used in making blue print paper, declared to be free of duty, under tariff item 188.

Rosin Size.—Rosin size, adapted for use as sizing in the manufacture of wrapping paper, declared dutiable under tariff item 255. British Preferential rate, 5 per cent.; General Tariff rate, 10 per cent.

Peanut Butter.—Peanut butter, declared dutiable under tariff item 18. British Preferential rate, 3 cents per pound; General Tariff rate, 4 cents per pound.

Commutator Bars.—Commutator bars of copper cut to form for electrical apparatus, declared dutiable under tariff item 453, British Preferential rate, 15 per cent.; General Tariff rate, 27½ per cent.

Viscol Oil.—Viscol oil, manufactured by the Viscol Company, East Cambridge, Mass., declared to be dutiable as a leather dressing under tariff item 252, British Preferential rate, 15 per cent.; General Tariff rate, 27½ per cent.

Soleol. Soleol, purchased from the Viscol Company, East Cambridge, Mass., declared to be dutiable under tariff item 232, British Preferential rate, 17½ per cent. ; General Tariff rate, 27½ per cent.

Ingot Moulds.—Ingot moulds, for use in connection with the manufacture of steel, declared to be dutiable under tariff item 456, British Preferential rate, 5 per cent. ; General Tariff rate, 10 per cent.

Sarven Wheels.—Sarven wheels, ironed in part, for use in the construction of carriages, declared to be dutiable under tariff item 592, British Preferential rate, 22½ per cent.; General Tariff rate, 35 per cent.

Coverings.—Declared that goods subject to an ad valorem duty, usually sold with the inner or first covers thereof included in the quoted price, shall be valued for duty at the fair market value as with coverings thereon, and be rated accordingly.

Tissue Paper Transferrotypes.—Tissue paper transferrotypes (Kaumagraph stamps), declared dutiable under tariff item 180, British Preferential rate, 15 per cent. ; General Tariff rate, 25 per cent.

Steel Conduit Pipe.—Steel conduit pipe, under 4 inches diameter, declared dutiable under tariff item 399, British Preferential rate, 20 per cent. ; General Tariff rate, 35 per cent.

Agalite.——Agalite rock, ground, adapted for use in the manufacture of paper filler, declared to be free of duty under tariff item 296.

Converted Flour.—Converted flour, adapted for use in the manufacture of sizing cream for paper makers' use, declared to be dutiable under tariff item 255, British Preferential rate, 5 per cent. ; General Tariff rate, 10 per cent.

Decisions of the Department of Customs.

Brass Plates.—Brass plates, about 15 inches long by 3 inches to 4 inches wide, by one-half inch to one inch thick, not polished, planished or coated, when for use as materials in Canadian manufactures, ruled to be free of duty under tariff item 717.

Lahn or Lame.—Lahn or lame, ruled to be dutiable as tinsel wire when imported by manufacturers of braids, cords, tassels, ribbons or trimmings, for use only in the manufacture of such articles in their General Tariff rate, 10 per cent.

Fibre Roving Cans.—Fibre roving cans, used in cotton mills, made with metal bottoms to fit into a metal groove which holds the end and revolves with it in the spinning machine, causing the sliver to be deposited in a spiral shape in the can, have been ruled to be dutiable under tariff item 468, all tariffs, 10 per cent.

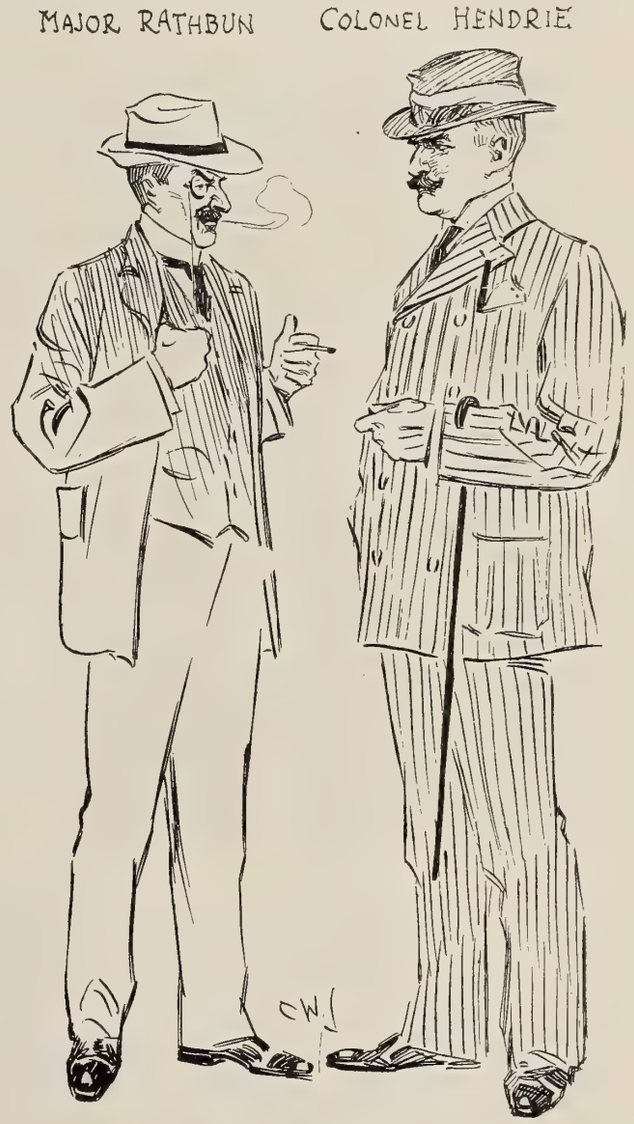
Harness Hames.—It has been decided that harness hames of all kinds shall be assessed duty as harness and saddlery under the provisions of tariff item 612, British Preferential rate, 20 per cent. ; General Tariff rate, 30 per cent.

Cyanide Tanks and Materials Therefor.—As tanks for use in cyanide processes have been admitted free, if used as machinery for the extraction of precious metals, it has been decided that materials (metal) imported for use exclusively as parts of such machinery may also be so classified for entry purposes.

Soft Sheet Rubber.—This article has been ruled to be dutiable under tariff item 618, British Preferential rate, 15 per cent; General Tariff rate, 27½ per cent.

Improved Parafino.—It has been ruled that this article may be allowed entry under the provisions of tariff item 711, British Preferential rate, 15 per cent.; General Tariff rate, 20 per cent.

Liquid Boiler Compound.—This article has been ruled to be dutiable at the rate of 20 per cent., under the British Preferential Tariff, and 25 per cent. under the General Tariff.



Martial Manufacturers.

Scrap Railway Axles.—Scrap railway axles may be rated for duty under tariff item 375 at $2.50 per ton (General Tariff), when unfit to be used without having the ends cut off and being re-forged.

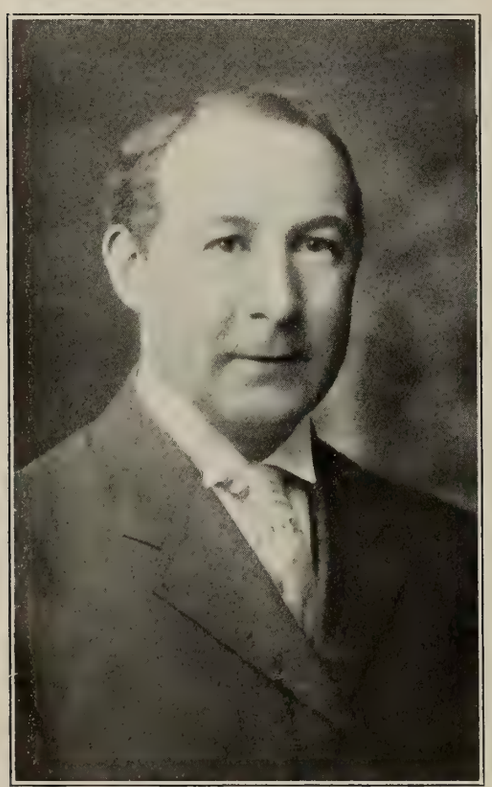
Osborne Improved Spiral Tube Machine.—Osborne Improved Spiral Tube Machine, for manufacturing paper tubes, has been ruled to be entitled to entry under tariff item 442, British Preferential rate, 5 per cent. ; General Tariff rate, 10 per cent.

Hobble Chain for Harness.—Hobble chain for harness, ruled to be dutiable under tariff item 454, British Preferential rate, 20 per cent.; General Tariff rate, 30 per cent.

Flanged Boiler Heads.—Flanged boiler heads are rated for duty under tariff item 454, British Preferential rate, 20 per cent. ; General Tariff rate, 30 per cent.

Stave Material.—It has been decided that stave material of sycamore or gum wood, not listed or jointed, may be admitted free of duty under tariff item 504.

Steel Plates for Land Rollers.—It has been decided that plates for land rollers, irrespective of thickness, when cut to shape from rolled plates of steel, but not moulded, punched, polished, or otherwise manufactured, may be admitted free of duty under tariff item 444. This ruling will also apply to similar plates for agricultural implements.



MR. W. B. CHAMP
(Hamilton Bridge Works Co.)
Member Hamilton Committee

Myrbane Oil.—Myrbane Oil has been ruled to be dutiable under the provisions of tariff item 711, British Preferential rate, 15 per cent. ; General Tariff rate, 20 per cent.

Finished Parts of Telephones.—It has been decided that the former practice of allowing these parts entry under the General Tariff at 27½ per cent., will be continued.

Silk and Cotton Frillings.—Cotton frillings, ruled to be dutiable under tariff item 537, British Preferential rate, 25 per cent. ; General Tariff rate, 35 per cent. When silk is the component material of chief value, ruled to be dutiable under the provisions of tariff item 583, British Preferential rate, 30 per cent; General Tariff rate, 37½ per cent.

Wagon Seat Springs.—It has been decided that wagon seat springs of all kinds are dutiable under tariff item 392, British Preferential rate, 22½ per cent. ; General Tariff rate, 35 per cent.

Bolster Springs.—Bolster springs, adapted for use only on freight wagons, farm wagons and drays, may be allowed entry under tariff item 591, British Preferential rate, 17½ per cent.; General Tariff rate, 25 per cent.

Marine Water Closets.—Marine water closets and lavatories (iron or brass), when imported for use in the construction or equipment of ships and vessels, may be admitted free of duty under tariff item 470.

Ship Telegraph Apparatus.—Ship telegraph apparatus, a signalling device operated between deck and engine room, belong to a class of goods manufactured in Canada, and cannot be admitted free of duty when imported for use in the equipment of ships and vessels.

Granulated Cork.—Granulated cork will be rated for duty under the provisions of tariff item 494, British Preferential rate 15 per cent.; General Tariff rate 20 per cent.

Day's Rapid Shading Machine.—Day's Rapid Shading Machine is held to be dutiable under tariff item 657, General Tariff rate 25 per cent.

Insulating Compounds.—In order to promote uniformity in ratings, it has been decided that these compounds may be allowed entry at Customs under the General Tariff at the rate of 27½ per cent.

Les Quatre Evangiles en un Seul.—It has been decided that this book will be admitted free of duty.

Bottled Cherries in Maraschino.—Bottled Cherries in Maraschino testing over 2 per cent. proof spirits, ruled to be dutiable under tariff item 103, all tariffs 50 per cent.

Fruit in Syrup.—Fruit in syrup containing not more than 1 per cent. alcohol or 2 per cent. proof spirits, will be considered non-alcoholic.

Pop-Corn Fritters.—Pop-corn fritters, sugar-coated, held to be dutiable under tariff item 141, British Preferential rate 22½ per cent.; General Tariff rate, 35 per cent.

Plated Ware.—The following ruling has been issued as as interpretation of tariff item 362: "The word 'gilt' to apply only to the covering with gold. The word 'electroplating' to apply only in respect to plating with silver. 'Nickel-plate' needs no explanation. Other finishes, such as oxidizing, brass or copper, are not to be rated as electroplate."

Fire Brick for Muffles.—Fire brick for muffles, not being hollow shapes, may be entered free of duty under tariff item 281.

Trolley Frogs.—It has been decided that trolley frogs for electric railways may be admitted to entry under tariff item 453; General Tariff rate, 27½ per cent.

Rubber-coated Carriage Cloth.—Rubber-coated carriage cloth has been ruled to be dutiable under tariff item 562; British Preferential rate, 20 per cent.; General Tariff rate, 30 per cent.

Salt.—Salt imported in three-pound sacks, 100 of these sacks being placed in a barrel, both the outer and inner packages are held to be subject to duty under tariff item 41; General Tariff rate, 25 per cent.

Bobbins and Shuttles.—These articles being manufactured in Canada, it has been decided they are not entitled to entry under tariff item 468.

Special Duty Clause.—The following articles have been declared exempt from the operation of the special (dumping) duty clause, as they are not manufactured in Canada: Tin plate; boiler plate, flange plate and fire box plate, when imported for use exclusively in the manufacture of boilers; electrical soldering irons.

Goods Subject to Drawback for Home Consumption.—Vacuum stearine substitute, when used in the manufacture of leather, a drawback of 99 per cent. will be allowed, tariff item 1,016. Flat spring steel, steel billets and steel axle bars, when used in the manufacture of springs and axles for automobiles and baby carriages, a drawback of 99 per cent. of the duty paid will be granted, tariff item 1,007.

Your Committee desire to state that as a result of several of the decisions above noted a number of industries were retained in Canada. Many other rulings were received, but as they were of a special character, they cannot be recorded. Although your Committee have much pleasure in submitting the results of their work during the past year, yet there are many other inconsistencies and inequalities in the tariff which should be rectified, and will receive attention in due course.

Your Committee are also pleased to report that the Department has been instrumental in obtaining refunds of duty in several cases where excessive rates had been charged, or on goods not being according to order, which were afterwards exported. Assistance has also been given in respect to drawbacks of duties paid on raw materials used in Canadian manufactures that were exported. Much time has also been taken up in respect to investigations pertaining to the dumping of goods into Canada at export or slaughter prices. Manufacturers should not forget that under the provisions of the Customs Act, the value for duty of goods imported into Canada is the fair market value as sold for home consumption in the principal markets of the country, whence and at the time they are exported directly to Canada. In cases where business is lost owing to unfair competition from other countries, the facts should be reported fully *in confidence* to the Manager of the Tariff Department, who will give them his personal attention. In connection with this question and, in fact, in all matters pertaining to the administration of the Customs tariff, the interests of the Customs Department and this Association should be identical. Both should be anxious for the proper appraisal of imported goods and uniformity in the tariff classification thereof. In order to assist in obtaining uniformity in rating, as well as for the general information of the public, the Department of Customs has been requested to issue a memorandum containing, as far as possible, all decisions made pertaining to classification under the present Tariff Act. The Department also aims to give to inquiring members reliable information as to the tariffs of all other countries and in order that such may be done, the Manager receives, through the kindness of the Department of Trade and Commerce, copies of all the issues of the *International Customs Journal.*

In conclusion, your Committee desire to acknowledge the courteous treatment which on all occasions has been accorded to their tariff representative by the various Ministers and officials of the Departments with whom he had business to transact.

Respectfully submitted.

HARRY COCKSHUTT, *Chairman.* R. W. BREADNER, *Manager, Tariff Department.*

G. M. MURRAY, *Secretary*

It was decided that the Press should be excluded from the meeting during the discussion.

Mr. Cockshutt presented and read the report down to the clause headed "Export of Pulpwood."

Mr. Murray: With reference to the duty on woollen articles, I wish to say that the Woollen Section met yesterday and thoroughly approved of all that is referred to in this report of the Tariff Committee. They drew up their resolution, it has been passed on to the Resolution Committee, and it will come before you in the proper order.

Mr. Cockshutt read clauses re "Export of Pulpwood."

Mr. Rowley: As Chairman of the Pulp, Paper, and Lumber Section of this Association, I wish to say that we held a meeting yesterday, which was not anything like as largely attended as it ought to have been. At the meeting we



MAJOR R. H. LABATT
(13th Regiment.)
One of the Officers who Entertained the Members at the Armories.

passed some resolutions which will in due time be presented to the Committee on Resolutions, and they will be asked to present them to the meeting. I would like to say, however, that the meeting of the Section stood adjourned to the call of the Chairman, and if there is anyone here to-day who has sufficient interest in that part of the industry in which he is engaged, and in which thousands and thousands of men are employed, to attend a meeting of that Section, I shall be very glad to hold it. I would be ashamed to tell you how few there were of the saw-millers, pulp makers and paper makers of Canada attended yesterday. I will call a meeting at any hour of to-day or to-night that is desired, if there is anybody who wishes it to be held; otherwise, I shall just have to come forward with a meagre resolution, which only expresses the views of a small section of these three important industries.

The President: If there are any members here who would like to have that meeting called, I think they had better signify that to Mr. Rowley before leaving the Hall.

Mr. Cockshutt read clauses re "Franco-Canadian Convention" and "Duty on Lumber."

Mr. Lachmund: Mr. President, I would like to say that I am in hopes still that we will have a Committee meeting on this question, and have it threshed out by the Committee, but, if not, I certainly hope that action may be taken . . will look towards the granting of the wishes of the Mountain Lumbermen's Association.

The President: I suppose the Lumber Section will have a resolution to present on this, will it not?

Duty on Lumber.

Mr. Hendry: Yes. I might say, as Chairman of the Section, that we expect to have that meeting yet, but in the meantime the tariff with the United States has been changed from $2 to $1.25 on rough lumber. We don't expect to ask any more than that. The tariff on shingles has been changed from 30 to 50 cents, but we don't expect to ask any more than 30 cents. We wish this clause adopted as it stands, with the exception of changing the $2 to $1.25.

Mr. Hill: I would like to make the suggestion that wherever the word "American" is used in this report it should be changed to "United States."

Mr. Murray: Hear! Hear!

Mr. Cockshutt read the remaining clauses of the report and moved that the report be adopted.

Mr. Rowley: I have pleasure in seconding that, Mr. Chairman, and in saying that I hope everyone here is well satisfied with the work the Tariff Committee has done, and the way in which our Manager of the Department has conducted the affairs, not only of the Department generally, but the individual cases that have been brought before him for his attention as an expert. I can only say as a comparatively large importer, that any questions in connection with customs duties, either of this country, or in connection with the customs duties and regulations of other countries that have been submitted to the Department, have always been promptly, satisfactorily, and most intelligently dealt with. I hope everyone here who uses the Department will use it more, and let those who have not had any inclination to use it, try it and see if they are not well satisfied with it. I have much pleasure in seconding the adoption of the report.

Approve Appointment of Tariff Commission.

The attitude which the Association should take in reference to the appointment of a Tariff Commission was then discussed at considerable length. After a complete expression of opinion had been given, a motion approving of the appointment of a Tariff Commission was carried.

The President put the motion to adopt the report of the Tariff Committee, which, on a vote having been taken, was declared carried.

The Secretary made the announcements.

The President called for the Report of the Parliamentary Committee, which was presented by Mr. Gourlay.

REPORT OF PARLIAMENTARY COMMITTEE

YOUR Parliamentary Committee, to whom has been delegated the duty of watching all legislation affecting the interests of Canadian manufacturers, beg to submit the following summary of matters that have engaged their attention during the past year. As will be seen, there has been no lack of material for them to work upon; indeed it frequently seemed to them that it would be impossible, without professional assistance, to do justice to the many subjects demanding consideration. Nor has the Committee's activity been confined to federal measures, for besides House of Commons Bills the Bills of every Legislature have been carefully scanned, and representations made wherever it was thought necessary for the safeguarding of industrial interests. The work has been exceedingly varied and of great interest to the members of your Committee, who trust that the course they have pursued with respect to the different matters mentioned below will meet with approval.

The Labor Situation.

Since our last Annual Meeting the labor situation has taken on a decidedly healthier tone. The return to normal conditions of business has not been as rapid as some of us would have liked, still there has been a very noticeable improvement, and in most lines production is now very little short of what it was when the depression overtook us. The percentage of unemployment has, in consequence, been greatly reduced. Work has been steadier, wages have been better, and, owing to the fact that the majority of factory workers, after a touch of hard times, have been anxious to take full advantage of their opportunities, the spirit of restlessness which all too frequently pervades organized labor has happily been very little in evidence.

This does not apply, of course, to all lines of industrial activity, for among the builders, the teamsters, the stevedores and the miners there have been strikes, and very serious ones.

Some occupations, such as the first three mentioned, seem destined to be perennially unsettled because of the ease with which they can be tied up. A factory strike is often ineffective, because goods can be imported to replace those whose production has been temporarily stopped. But building, teaming, and loading and unloading vessels must be done by men on the ground. Stevedoring is particularly susceptible to trouble by reason of the large proportion of foreigners who find employment at it. These men, in their ignorance, are easily inflamed by the agitator, and there is sometimes the danger that they will resort to violence.

If rumor reports the facts correctly, agitators are also responsible for the disturbances that have reacted so disastrously upon the coal miners in the Province of Nova Scotia. Without desiring to pronounce upon the merits of either side to the dispute at Glace Bay, your Committee wish to go on record as of the opinion that when a fair proportion of the men were not only prepared, but anxious to live up to an agreement by working to the end of the year under certain conditions, it was dishonorable and unpardonable for outsiders to step in and try to induce them to break that agreement. When in addition it is remembered that these outsiders were the paid agents of foreign workingmen whose own employment was rendered more steady and secure by the stifling of Canadian competition, it would seem desirable in the interests of honest Canadian labor, that Parliament should take steps to provide for such disturbers of the peace the punishment they deserve, or better still, to keep the doors of the Dominion locked against them.

The Eight-Hour Day Bill.

During the year trade unionism has continued an active campaign for the enactment of class legislation, both at Ottawa and at the various provincial capitals.

At Ottawa, Mr. Verville, President of the Trades and Labor Congress, again introduced the measure commonly known as

the Eight Hour Day Bill, the object of which is to require all Government contracts to carry a clause forbidding any person employed thereunder to work more than eight hours in any one day. Your Committee took steps to oppose this measure, and satisfied themselves in due course that it had no chance of passing. On former occasions it had never been seriously discussed in the House, but this year it was made the subject of a lengthy debate in which the mover, the Minister of Labor and others took part. On behalf of the Government, Hon. Rudolphe Lemieux made it clear that the measure would not be acceptable in its present form. As it is understood that the bill will be re-introduced next session, instructions have been given the Secretary to collect in the interval certain facts which will serve as an effective answer to the arguments put forward by Mr. Verville.

Nova Scotia Labor Commission.

Before leaving this subject it may be stated that in April, 1908, the Nova Scotia Government, yielding in a measure to the demand of the coal miners for an eight-hour day, appointed a commission for the purpose of inquiring into and reporting upon the economic effect of a limit to the working day for the workmen employed in the various industries of that Province, with special reference to the effect of such limitation upon production, wages, employment, export trade and provincial industries. Realizing the importance of this inquiry, not only to the manufacturers of Nova Scotia but to the manufacturers of the whole Dominion, the Executive Council deemed it advisable to have the employers' side of the question clearly and forcefully explained to the Commission, and to that end authorized the Nova Scotia Branch to engage counsel to assist in the preparation of their case and in the arrangement of evidence, on the understanding that the general funds of the Association could be drawn upon for one-half the expenses incurred up to $2,000. Your Committee are pleased to state that during the past year the work has been well looked after. Before the Commission entered upon its labors, most of the members of the Association in Nova Scotia were personally visited by the solicitor engaged, and thoroughly advised as to the kind of evidence it was desirable to bring out.

It was first expected that the Commission would hold public sittings in the principal industrial centres throughout the Province, but this plan was changed to one whereby most of the evidence was secured by correspondence. Where it was found impossible to obtain satisfactory replies, the Commission called privately upon interests affected. They afterwards held open sessions in the coal mining districts. Following this, a general statement from the employers' point of view was filed with the Commission by Association counsel.

As yet only an interim report has been submitted explaining the methods employed by the Commission in gathering data. Their findings will probably be presented to the Legislature during the coming winter. Meanwhile, your Committee are advised that, so far as manufacturing interests are concerned, the prospects for a favorable report are exceedingly bright.

Restrictive Labor Measures in Ontario.

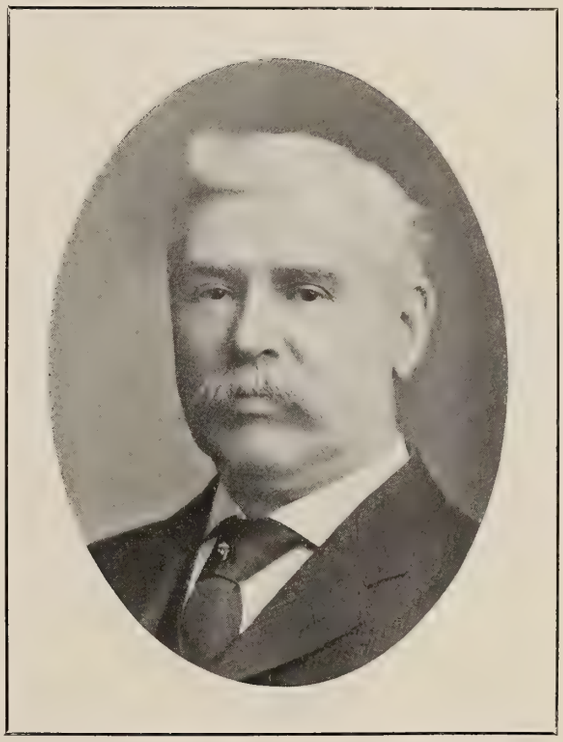
In Ontario the movement for shorter hours and higher wages led to the introduction of two bills. The first one, fathered by Mr. Fripp, proposed to establish eight hours as the legal working day for all occupations and to fix the minimum wages that would apply in each case. This measure was subsequently withdrawn.

The second bill was introduced at the instance of the Toronto City Council, who in turn acted under pressure from organized labor. It took the form of an amendment to the Municipal Act, and aimed to legalize, in cities of 100,000 population and over, a nine-hour day on all civic contracts at the same rate of wages as is now paid for a ten-hour day. Through the efforts of your Committee, the Toronto Branch Legislative Committee and other employing interests, this bill was defeated before the Municipal Law Committee.

The tone of the Legislature was found to be decidedly hostile to restrictive measures of these kinds, and it is not likely that either bill will be revived.

Workmen's Compensation.

Workmen's Compensation has been a live issue in Quebec and Manitoba. In the former Province, as a result of the findings of the Labor Accidents Commission, all legislation on the subject has been superseded by a new measure which recognizes the principle of the professional risk; that is to say, it concedes the right of compensation to the workingman who, through no fault of his own, and while engaged about his ordinary occupation, sustains injuries from fortuitous causes.



MR. R. S. GOURLAY
(Gourlay, Winter and Leeming)
Chairman Parliamentary Committee, 1908-9.

When this bill was before the Legislature it was given careful consideration by the Committee of the Montreal Branch, who were assisted for the time being by counsel. The view they took was that sooner or later public sentiment would compel the manufacturer to accept the principle of compensation in cases where accidents happened from causes which could not be foreseen or explained, and that it only remained for them to secure a bill which would carry out this principle with moderation and justice to all parties concerned. The new Act will, it is believed, prove fairly satisfactory; should it not do so the Government have professed their willingness to make amendments a year hence, provided it can be shown to them that it is bearing unfairly on one party or the other. In two respects it should be a vast improvement over the old system, whereby all actions were fought out under the common law, for not only will it save employers from the ruinous damages at times awarded by partial juries but it will secure to the

injured the compensation to which he is entitled, free from all costs.

In Manitoba a Bill, modelled somewhat after the English Compensation Act, has been before the Legislature for two years. It was hoped by the Government that in some form or other it would be put through this year, but so viciously was it attacked by private members of the Legislature that it was finally agreed to send it to a Royal Commission for investigation and report.

Throughout the discussion on the Bill, while it was in Committee, the Manitoba Branch of the Association were represented by counsel, and the tactful way in which the case was handled enabled the manufacturers to retain the friendship and co-operation of the Winnipeg Trades and Labor Council. It is now expected that the latter will agree to a Bill which will be eminently satisfactory both to employing and to labor interests.

Secret Commissions Act.

At last year's meeting, report was made regarding the English Act for the prevention of bribery and corruption in connection with the sale of goods, and, upon the suggestion of your Committee, authority was given them to have a similar Act drafted and presented to Parliament at the ensuing session. Before the House met, however, announcement was made of the Government's intention to bring forward such a measure itself. Your Committee took occasion to write the Minister of Justice commending the action proposed. In due course the bill was brought down and passed, and is now in operation.

Dominion Elections Act.

Your Committee will be pleased to receive the instructions of the Association regarding a proposal to make election day a public holiday all over the Dominion, and to abolish the deposit of $200 at present required from all candidates for Parliamentary honors. A bill embodying these points was brought into the House last Session by Mr. Claude Macdonell, and although it was not reached, owing to the early adjournment, there is reason to believe it will be pressed to a vote this coming winter. If any action is to be taken, it will be necessary for the Committee to lay their plans at once.

Conservation Commission.

A Government measure, to provide for the appointment of a Commission for the Conservation of our Natural Resources, was carefully examined by your Committee, and held to be most commendable. Some valuable suggestions as to the constitution of the commission and the duties of its officers were sent in by the Vice-President, and in due course turned over to the Minister of Agriculture, who expressed himself highly pleased at the interest shown, promising at the same time to adopt the suggestions, as far as practicable.

Imperial Defence.

At the April meeting of the Executive Council, the opinion was freely expressed that the Association should place itself on record in no uncertain manner regarding the question of Imperial Defence. It will be recalled that at that particular time many Canadians were advocating an immediate gift from the Dominion of one or two Dreadnoughts, or their equivalent in money. After a good deal of discussion, it decided to leave it to your Committee to draft a resolution covering the situation. Before the Council met again, Parliament, with singular unanimity, had agreed upon a course of action which appealed to your Committee as the only reasonable one to adopt, and while failing to see that the Association was called upon, at that late date, to pronounce itself, they submitted to Council the following resolution, which was unanimously approved at the May meeting:

> "Whereas, The naval supremacy of Great Britain is to-day one of the most powerful influences working for the preservation of world-wide peace; and
>
> "Whereas, It is believed to be essential for the continued preservation of peace, as well as for the preservation of our Empire, that the supremacy of the British Navy should be maintained; and
>
> "Whereas, Owing to the startling expenditures for naval armament by other European powers this supremacy can be maintained only at enormous cost, entailing heavy burdens on the British tax-payers; and
>
> "Whereas, It is the duty of the self-governing Colonies in return for the protection they enjoy to bear each a share of the burden of expense;
>
> "Therefore, Be it *Resolved*, That the Canadian Manufacturers' Association, through its Executive Council, does herein record its deep sense of satisfaction at the decision of the Canadian Parliament, concurred in by both political parties, to vote annually an appropriation for naval defence:
>
> "Be It Further *Resolved*, That as undertakings of this character, involving tremendous responsibilities and the expenditure of vast sums of money, are not to be entered upon lightly, the Canadian Manufacturers' Association commends the suggestion to make them the subject of discussion by an Imperial Conference, to the end that some plan of concerted action may be devised, which will provide adequate defence for outlying portions of the Empire, and at the same time place valuable auxiliaries at the disposal of the Mother Country in the event of international complications; also, that it approves of the Government acting on the findings of the Conference without unnecessary delay; and
>
> "Be It Further *Resolved*, That while such steps are recognized as necessary and desirable for the immediate protection of our country, and of our Empire, the Canadian Manufacturers' Association herein places itself on record as being firmly of the opinion that the eager haste of the great world powers to outdo one another in the matter of naval equipment must ultimately result in national bankruptcy; that with the progress of science and the perfection of engines of destruction, war is, day by day, becoming more impossible, and that for this reason the best efforts of our statesmen should be directed towards furthering the laudable work of The Hague Conference, and hastening the time when international differences of every kind will be settled, not by the right of might, but by the right of justice and equity, through arbitration."

A copy of the resolution was promptly forwarded to the Right Honorable the Premier, and at the same time given to the press, where for the most part it was reviewed with favor. If this meeting agrees with the attitude taken in so important a matter, it would be in order to confirm the resolution.

In addition to what has been mentioned above, it has been necessary for your Committee to keep closely in touch with insurance legislation, the export of natural gas, the amendment of the Criminal Code in respect to conspiracies in restraint of trade, and other matters coming up at Ottawa, but regarding which no report seems called for. Their work has been very carefully looked after by Colonel Thompson, who has at all times shown himself to be willing and anxious to serve the Association's interests.

Conditional Sales Act.

Coming now to Ontario Legislation, one of the first matters to engage the attention of your Committee last fall was an urgent request from the Engine and Thresher Section for assistance in securing an amendment to the Conditional Sales Act, restoring matters to the position they were in prior to the Lucas Amendment of 1906. In other words, it was desired to permit the vendor to make it a condition, when selling goods under a time agreement, that any action thereunder might be brought against the vendee in a Division Court other than that where the vendee resided. It was claimed by the thresher manufacturers that the law declaring such agreements void, had told heavily against them, for it encouraged farmers to dispute final payments and interest charges, owing to the fact that they were aware the manufacturer would frequently rather lose the small amount involved than go to the expense of collecting same by legal process in a court far removed from his own place of business. Upon investigation your Committee learned that the complaint was not without foundation, but, on taking the matter up with the Government, they were strongly advised not to stir things up, lest it arouse the rural members, and result in an enactment even more prejudicial to the manufacturer than the one complained of. This opinion being confirmed by the members of the Legislature upon whose judgment your Committee felt they could rely, it was thought wise to take no action, lest the interests of those making implements sewing machines, pianos, and other articles, none of whom had any serious fault to find with the present Act, be jeopardized to no purpose.

Assessment Act.

With persistent regularity your Committee have had Bills introduced at the last four sessions of the Ontario Legislature to amend the Assessment Act, first, so as to reduce the business tax on manufacturers from a 60 per cent. to a 50 per cent. assessment basis; and, second, to exempt from the income tax the salaries of officers in incorporated companies who were also stockholders in the companies. On each occasion they have been met with the answer that it was the Government's desire to give the Act a fair test before making any changes. This year it was decided to appoint a special committee of the Legislature to consider the various amendments submitted, and to hear evidence from parties who felt that they had been unfairly dealt with. This Committee of the Legislature will probably meet some time before the end of the year. Meanwhile, all members in Ontario have been urged by circular letter to submit a statement of their grievances, and should the facts warrant it, your Committee will prepare a general case on behalf of the manufacturers, substantiating it with such evidence as is obtainable and seems called for.

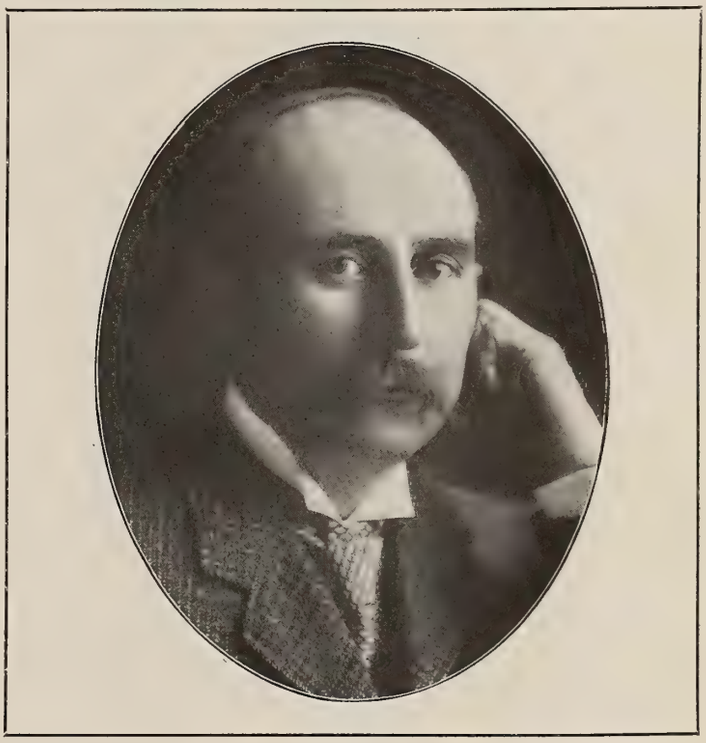
Stationary Engineers Act.

In December last, your Committee issued notices to all members throughout Ontario, reminding them that the new Stationary Engineers Act came into force on January 1st, and that on and after that date any firm employing an unlicensed engineer, and any engineer operating without a license, would be subject to the penalties provided in the Act. Coupled with this notice was a summary of the terms and conditions upon which licenses would be granted, without examination, up to January 1st, and parties desiring to make application to the Board for a certificate were invited to write the Association for the necessary forms. Much to your Committee's surprise, over 100 firms wrote in for forms, on behalf of their engineers, nearly all being ignorant of the fact that such a law was in existence. Owing to the large number thus circumstanced, the Board of Examiners very graciously granted an extension of time.

During the Session the Act was amended by inserting a provision to the effect that no person should be eligible for examination under the Act unless he was a British subject, or had resided in Canada for at least three years. This amendment was not opposed, though if it can be shown to operate unfairly against employers, it is known that the Government will be glad to consider the Association's representations.

Bill Board Advertising.

At the instance of the Niagara Falls Board of Trade an effort was made to amend the Ontario Municipal Act by the insertion of a clause empowering municipal councils to regulate or restrict the posting, painting, erecting or other display or maintenance of advertisements of any description on buildings, fences, or otherwise within the municipality, and to prohibit them, except when made by a trader at his place of business, or when maintained for leasing or selling real



MR. J. O. THORNE
(Metallic Roofing Co.)
Chairman Parliamentary Committee, 1909-10

estate. The movers were, no doubt, prompted to take the action they did by the fact that over zealous advertisers with their disfiguring signs were marring the natural beauty of some of our finest landscapes. Your Committee were asked by paper-making and lithographing interests to assist in opposing the bill, but realizing that such a course might prove a very unpopular one, they inclined rather to the view of giving the municipalities power to regulate, without going so far as to empower them absolutely to prohibit, except, of course, in cases where the signs would constitute a menace to passers-by, or where they would unduly increase the fire hazard. As matters turned out, it was unnecessary for the Association to express itself, for the Bill was defeated in Committee.

Age Certificates for Minors.

In connection with the Factories' Act a ruling was made last fall by the Department of Agriculture, on advice from the Attorney-General to the effect that factory inspectors might require employers to procure at their own expense

birth certificates in all cases where the age of the minor appeared open to question. It had previously been customary to accept a written statement from the parents as sufficient evidence of age, and this the employer regularly provided himself with, but apparently the Department found cases where, from greed, poverty or some other cause, the age was being incorrectly stated by parents, hence the decision noted above. Notice was sent to all Ontario members advising them of the change, with the result that the expense of procuring certificates was in practice immediately transferred to the parents, the employers taking the sensible view that they could not retain in their employ minors who were not supplied with the necessary document.

Ontario Bureau of Labor.

Following the issue of notices by th Ontario Bureau of Labor, during March and April, calling upon manufacturers to supply the usual figures relative to capital invested, wages paid, value of material used, general expenses, value of output, etc., your Committee thought it well once more to advise all members that it was not necessary to give the information asked for. To be of any real value, such data must, in the first place, be gathered exhaustively, and must afterwards be handled by expert statisticians. In the absence of compulsory legislation the Ontario Labor Bureau is unable to cover the field in anything like a thorough manner; yet from the partial data supplied, it attempts to generalize on the growth of our industries, the tendency of wages, the percentage of labor and of material entering into a given output, etc. Such deductions are not only worthless, but absolutely misleading, and your Committee are of the opinion that the operation of the Bureau along present lines should be discouraged.

Abolition of Juries in Division Court Cases.

While the Ontario Government were interesting themselves in the matter of law reform, it was represented to your Committee that it would be desirable to press for the abolition of juries in Division Court cases. The complainant alleged tnat juries, moved by sympathetic considerations for a neighbor, frequently found in favor of the defendant, notwithstanding the fact that the Judge may have charged strongly for the plaintiff. With the approval of the Council, the matter was taken up with the Attorney-General, who promptly pointed out that although there were 330 Division Courts in Ontario, there had only been 163 cases tried by jury in 1908, an average of about one for two courts, and regarding these he had received no complaints from trial judges of injustice resulting through the use of juries. In view of his desire to be supplied with specific instances of injustice, your Committee caused extensive enquiries to be made among manufacturers of agricultural implements, wagons, carriages, and other articles sold direct to the farmer, but only two cases could be learned of where it was thought that local prejudices had operated to the detriment of the plaintiff. It was accordingly decided to take no further action.

Quebec Legislation.

In addition to matters that have been incidentally mentioned above, effective work has been done by the Montreal Branch in blocking objectionable legislation at Quebec.

A Bill to amend the Montreal City Act proposed some radical restrictions regarding the licensing of stationary engineers. In the first place, it aimed at compelling every person in charge at night of any engine or boiler subject to a pressure of 20 pounds or over to take out a license; secondly, it provided that no person applying for a license should be granted same unless he had resided in the city for at least 12 months and had previously passed an examination before two licensed engineers. Strong opposition was taken by the Montreal Branch to these two clauses, both of which were struck out in committee.

Another measure dealing with the Bar Association sought to restrict collecting agencies by a somewhat complicated piece of legislation. The idea aimed at seemed to be to eliminate the agencies entirely, so as to create a monopoly in the collection of accounts in favor of the lawyers of the Province. In common with other business organizations, the Montreal Branch took exception to this measure, which was subsequently withdrawn.

It is a pleasure to be able to report that a bill has passed the Quebec Legislature reducing the remuneration paid to informers against commercial corporations failing to comply with the registration laws from one-half to one-quarter of the fine.

Legalizing Stock Dividends.

Dealing with questions of a general nature, without reference to any particular Province, one of the first matters to engage the attention of your Committee was as to the legality of stock dividends, regarding which there seemed to be a good deal of doubt. After a careful examination of the Provincial Statutes it was learned that Ontario was the only Province that explicitly authorized such dividends, the new Act of 1907 containing a clause to that effect. Manitoba made no provisions whatever in the matter. Under the laws of New Brunswick and Nova Scotia, the object might be accomplished indirectly, but without full legal sanction. The Quebec Statute of 1907 declared the capitalization of surplus earnings illegal, though it was subsequently learned that this feature had been retained from an old Act of 1884, without any particular reason. Upon enquiry of the Assistant Provincial Secretary for Ontario as to the reason for sanctioning the practice, your Committee were told that it had been done because the issuance of such dividends was frequently quite proper; it was useless to attempt to prohibit it altogether, because it could be circumvented by the double passing of cheques; it had, therefore, been thought well to legalize it in cases where a cash dividend might have been paid, and to prohibit it under other circumstances.

Considering this a most reasonable view to take, your Committee, with the object of reducing legislation on the subject to a uniform basis, memorialized all the Provincial Governments, except Ontario, asking for an amendment to their Companies' Act, which would legalize and restrict the practice in the manner described above. Nothing has resulted as yet, but in New Brunswick, Nova Scotia, and Quebec, it is hoped action will be taken next Session.

Succession Duties.

Similar efforts towards uniformity of legislation have been made in the matter of succession duties. In this instance your Committee have been urged to take action by reason of the fact that sometimes estates in Canada are liable to double taxation. An examination of the Provincial Statutes shows that all the Provinces except Quebec and New Brunswick, make provision for a remission of the inheritance tax where the property upon which same would be payable has already paid the tax elsewhere. Ontario and Prince Edward Island make this treatment conditional upon reciprocal treatment, while British Columbia, Alberta, Sackatchewan, Manitoba and Nova Scotia remit the tax even in the absence of reciprocal arrangements wherever the property being administered has already been taxed elsewhere to an amount equal to the tax provided for under their respective statutes.

In view of the ever-widening interests of manufacturers in all parts of the Dominion, and the manifest injustice of their estates being liable to a double inheritance tax, your Com-

mittee with the approval of the Council memorialized the Governments of Quebec and New Brunswick, asking for the unconditional exemption of any portion of an estate which has already paid the tax elsewhere; at the same time they memorialized the Governments of Ontario and Prince Edward Island, urging them to complete reciprocal arrangements with their sister Provinces at the earliest possible date. Consideration has been promised in every case, and before the winter is over your Committee are hopeful that their agitation will have borne some fruit.

B. C. Foreign Corporations' Act.

Provincial legislation regarding the licensing of foreign corporations has continued to give rise to a great deal of annoyance and uneasiness, not only on account of its diversity, but also because of the arduous conditions it sometimes imposes. During the past year the British Columbia Act has come into especial prominence as a result of certain court decisions in the now celebrated case of Lilly *vs.* Johnston. In this action the plaintiff company, an outside corporation, unregistered in British Columbia, brought suit against the defendant to enforce the payment of certain sums due on business transacted within the Province; the defendant argued that the company, having failed to comply with the law regarding registration, had transacted its business illegally, and should, therefore, be non-suited. This view was sustained by the Court, who held that an unregistered foreign company could not use the Provincial Courts, even to collect debts contracted outside the Province, in as much as the bringing of suit was itself business, and could not legally be commenced without registration. This decision had the effect of nullifying all contracts made by residents of British Columbia with foreign unregistered companies, even though they may have been concluded outside the Province, or by mail. In other words, it placed a premium on theft, because under it a retailer in Vancouver might mail an order for goods to an Ontario corporation, unlicensed in British Columbia, and upon receipt of the goods, repudiate all liability for same, on the ground that the transaction was illegal. The Court of Appeal, however, refused to sustain this opinion, two of the three judges holding that the bringing of suit did not constitute carrying on business within the meaning of the Act, thus restoring to unlicensed companies the right to use the Provincial Courts to recover on business transacted outside the Province. In other respects it upheld the finding of the lower Court. Meanwhile, an appeal has been carried to the Supreme Court of Canada, where an effort will be made to have the Act declared *ultra vires*.

As, in the opinion of the Association's solicitors, the Act is *intra vires*, your Committee have discouraged the hope that relief might be obtained from the appeal, preferring rather to apply direct to the Government of British Columbia for amendatory legislation. In this they were the more hopeful of success because of the fact that the Act was an old one, dating from 1897. Had it been the deliberate intention of the Province to discriminate thus unduly against outside corporations, its hostility would long since have become apparent, but the very fact that twelve years had elapsed before this provision was taken advantage of, pointed to the conclusion that it was simply a weakness hitherto unnoticed. This belief was partially confirmed by the action of other Provinces, such as New Brunswick, Manitoba, Alberta, and Saskatchewan, whose Foreign Corporation Acts have of recent years been amended by a proviso to the effect that taking orders for goods by travellers, or by correspondence, if the corporation has no resident agent and no place of business within the Province, was not deemed carrying on business within the meaning of the Act.

Owing to the fact that your Committee's representations were made to the Government of British Columbia only a few days before the time set for adjournment, it was impossible to get anything done, but the Premier has promised that the matter would have careful consideration in the interval, intimating that an entirely new measure might be brought in, modelled after the lines of the English Foreign Corporations Act. Should this be done, all cause for complaint will be removed, because the conditions in the English Act are easily complied with, and the charges nominal only.

The Bulk Sales Act.

An interesting piece of legislation, known as the Bulk Sales Act, has this year been adopted by Manitoba and British Columbia. It has also been before the Legislature of Alberta, where it will probably be passed next spring. Whole-



MR. A. E. McKINSTRY
(International Harvester Company of Hamilton)
Member Hamilton Committee.

sale interests that have had experience of its operation are loud in their praises of it, claiming that it is most effective as a safeguard against those dishonest practices so frequently resorted to by retailers prior to assignment. The Act provides that any person bargaining for a stock of goods in bulk, before paying the vendor any part of the purchase price, shall demand a certified statement of the names and addresses of all the vendor's creditors for amounts exceeding $100, which statement it shall be the duty of the vendor to supply. If the sale be made without this formality it may be declared void, as against the creditors; if made in due form, the purchase price must go towards satisfying all *bona-fide* claims, against the stock.

Under the Insolvency Acts of most provinces it is impossible to guard against the particular kind of fraud referred to, and as the measure described is so just and so simple in its operation, your Committee would recommend that they be given authority to press for similar legislation wherever it has not yet been adopted.

Franchise for Incorporated Companies.

Last year it was reported that as a result of persistent agitation on the part of this Association, the Ontario Government had decided to give incorporated companies a vote on all money by-laws. This had necessitated amendments to the Voters List Act, the Municipal Act, and the Assessment Act, which it was agreed would become effective only when incorporated in the Revised Statutes of 1910.

With a view to inducing other provinces to take similar action, your Committee have supplied all Branches of the Association with copies of the Ontario legislation, urging them to bring same to the attention of their respective Governments. It is realized, of course, that the diversity of existing legislation may necessitate a different procedure in each province, but your Committee have not felt themselves called upon to work out the details. The example set by Ontario is so reasonable and so free from objection that it should not be necessary to do more than point it out to ensure its being followed. Already assurances have been received that it will be given careful consideration by the Governments of Quebec, Manitoba and British Columbia.

Metallic Roofing Co. vs. Sheet Metal Workers' Union.

Before concluding their report, your Committee desire to offer a few words of explanation regarding the above litigation, which, as most members are probably aware, was settled out of court in February last. In view of the fact that the plaintiff company had been partially reimbursed by the Association for expenses incurred, some members were inclined to feel disappointed that the action had been compromised, apparently being under the impression that unless it were fought through to a final and successful conclusion all the work and money expended would go for nought. Now apart altogether from any question as to the likelihood of a favorable verdict on the case being retried, which after all is purely surmise, the company, and with them employers of labor generally, had very little to gain from the further prosecution of the action. Everything had been gained that could very well be gained, except the moral victory, and the damages, which would, after all, be uncollectable. The settlement meant no loss of ground; on the contrary, it was a tacit acknowledgment from organized labor that for the future they would have to be governed by the legal precedents established.

The following editorial from INDUSTRIAL CANADA sums up the situation accurately, and should convince members that the recognition given the Metallic Roofing Company has been money spent in a worthy cause.

"When the litigation commenced in 1902 there was no precedent to define the proper procedure in bringing members of a union before the court. The membership was too large to make the individuals all parties by name, and not being incorporated, the union had no legal status, and could not be sued in its combined capacity. After two years and a half of legal skirmishing, the Court sanctioned the bringing what is known as a representative action, that is to say, an action in which certain parties specially mentioned are made to represent not only themselves but others. Next it became a question whether members of the union were all personally liable for the wrongful acts committed by their officers in the name of the union, or whether those persons only were liable who were shown to have taken active part in the acts complained of. The decision of the Court on this point was that all were liable. Going a step further, the company contended that members of affiliated unions, whether local or outside of Ontario, were also liable, so long as those unions approved the acts of the local. Again they were upheld by the Court. Not satisfied with this, they next established the principle that any funds of the local or international union could be attached to satisfy a judgment.

On all these points the decision of the Court of Appeal affirming the judgment in favor of the plaintiff company establishes a precedent that will govern Ontario decisions, and no doubt strongly influence decisions in the courts of other provinces. The judgment of the Privy Council in no way questions this precedent. The *Globe* is incorrect when it states editorially that the Privy Council reversed the decisions of the lower courts. All it concerned itself with was whether under any circumstances the members of the union could be made liable for a strike itself as distinguished from acts done to make the strike effective. The trial judge, in charging the jury had not made this point sufficiently clear, and by reason of a misdirection on his part the Privy Council ordered a new trial. Its very silence with regard to preceding judgments may be assumed to indicate its concurrence in them. Looked at in the general perspective, therefore, union interests have lost a great deal of ground by this litigation. The settlement of the case out of court probably saved them the humiliation of final and absolute defeat; but, after all, little was to be gained by pushing them that far. What the employers were after was protection, not persecution, and the court precedents established by this *cause celebre* give ample assurance that for the future that protection will be accorded."

Respectfully submitted on behalf of the Committee.

G. M. MURRAY, *Secretary.* R. S. GOURLAY, *Chairman.*

Mr. Gourlay read the clauses of the report down to and including "Dominion Elections Act."

Mr. Phillips: I think this is a very important clause. I think it is a good idea to make the election day a public holiday. It has worked well in the United States and in some of the Provinces, and I think we ought to recommend that. As to the deposit of $200, leave that there. That is one of the safeguards for a clean election. In Montreal we went through some pretty hard times. Leave that $200. I would make it $500, because it will keep out men that are only getting in there for their own ends. I would like to move, Mr. Chairman, if it is permissible, that we recommend a public holiday be declared on election day, it is only once in four years, and that the matter of the deposit be left as it is at present.

The President: If we press for a public holiday, should not we press for it to be on a Monday so that we would not have it breaking into the middle of the week?

Oppose Holiday on Election Day.

Mr. Birge: I think it is an item that should be stricken out of the report altogether. We have already quite sufficient holidays in Canada; more than we need. I think it is not only an injustice to the manufacturers themselves, but an injustice to the workmen. We, as manufacturers, are ready and willing to give our employes time to go out and vote, and when they have got through they can come back to work and make some money for themselves and for their employer. I think it is a mistake to make election day a public holiday. After they vote they have nothing to do, and you find in the evening, after the bars are opened, more trouble and more difficulty for the public generally than if the men were to come back to work.

Mr. McNaught: I will second Mr. Phillips motion.

The President: Will you insert Monday in that motion?

Mr. Phillips: Yes.

Mr. McNaught: While some employers give their men all the time they require to vote, some others do not give them any time. In regard to the other part of the report, that is the $200 being stricken out, I would be in favor of increasing it. As a matter of fact, I think a man who is going to run for

Parliament ought to have some standing in the country. A lot of these labor men simply run for notoriety so that they can have more influence among their fellow workmen. We find this class of men are agitators, men we would not want to encourage at all, and I think if the Dominion Act in that regard would apply to the Provinces it would be a good thing all around.

The President stated Mr. Phillips' motion as re-worded, that the Association recommend that a public holiday be declared on election day, and that it be on Monday, and that the matter of the deposit be left as it is at present.

Mr. Fleming: I am one of those who believe Monday is a good day to have elections on. I am not one of those who believe in having any more public holidays. I have not heard of any employer who ever put a stumbling block in the way of his men going out to vote. In fact, I believe we all fall over ourselves to make it convenient for them to go and vote. It has been said it is only once in four years, but that is not the only election we have. We have other elections, if my memory serves me right, and if you make a public holiday for the Dominion Elections, it won't be very long before you will have a public holiday for every election. I am not in favor of it.

Mr. Birge: I move in amendment that the reference in the clause to a holiday be stricken out, and that the deposit be increased to $500.

Mr. Brown (Hamilton): I have much pleasure in seconding Mr. Birge's motion, because we don't want men to run for the purpose of notoriety alone.

The President put the amendment, which, on a vote having been taken, was declared carried.

Mr. Gourlay read clauses re "Conservation Commission" and "Imperial Defence."

The President: Is it the sense of this meeting that we should approve of the resolution as passed by the Executive Council?

Voices: Carried.

Mr. Gourlay read clauses re "Conditional Sales Act" and "Assessment Act."

Basis of Assessment Act Illogical.

Mr. Robins: I would like to express my opinion that the basis of the present Assessment Act is altogether illogical. I can't see any fixed relation between the value of a man's buildings and the value of his stock in trade. We find up in my little town, where we have spent a great deal of money with a view to making business buildings more attractive, which ordinarily are anything but beautiful, and where we have spent a great deal of money in trying to make them pleasing specimens of architecture, that our work in that direction has resulted in the Assessment Act saddling us from year to year with excessive taxation. I think it is the worst thing I ever saw in creation, this business assessment. I would like to see the Association take the strongest possible ground against this utterly unscientific way of levying taxation, and I would, therefore, move that the sense of this Association is that the basic principle of the present Assessment Act as regards the business assessment is altogether bad.

The motion was seconded by Mr. Henderson.

Mr. McNaught: There is a great deal of force in what Mr. Robins has said, but unless he is prepared to give the Committee something better in its place, there is no use dealing with it.

Mr. Robins: If we followed that plan we would never have any reform. Here has been a change in our mode of taxation. Every man should know more about his own business than about his neighbors. That is about the only way I can explain my objection to this thing. We have spent a lot of money in putting up buildings that were unnecessarily expensive for our purposes. We simply did it because we like to cultivate art a little bit. There are too many ugly business buildings in this country. We carry our stock there for years before we can turn it into money, and if by reason of this system our business tax is unfair—and it is unfair—then it is not a matter of one year on our goods, but it is a matter of several years. You are probably aware that for some occult reason, which I have never been able to understand, the distiller's business tax is away up ahead of any other man's. I can't tell you why it should be. Can any man say that the investment a man has in his store, or wherever he does business, is any kind of measure of how much he has got inside? It is the height of folly to say that if I can't suggest anything better I should not deal with it. I can, but I wasn't asked. But even if I can't that doesn't relieve the lack of philosophy



MR. H. H. CHAMP.
(Hamilton Steel and Iron Co.)
Member Hamilton Committee.

of this thing. The system we had before was a great deal better. Before, if you did not appoint a competent assessor, that was your outlook. If the assessment was, in your opinion, too high, you went to the Court of Revision, but now they come in an arbitrary sort of way, and say, "your building is worth so much, therefore, your business tax should be so much on that." It is quite conceivable in our business we might have 50 per cent. less stock a year from now than we have now. Why should we go on paying the same tax? It is not right.

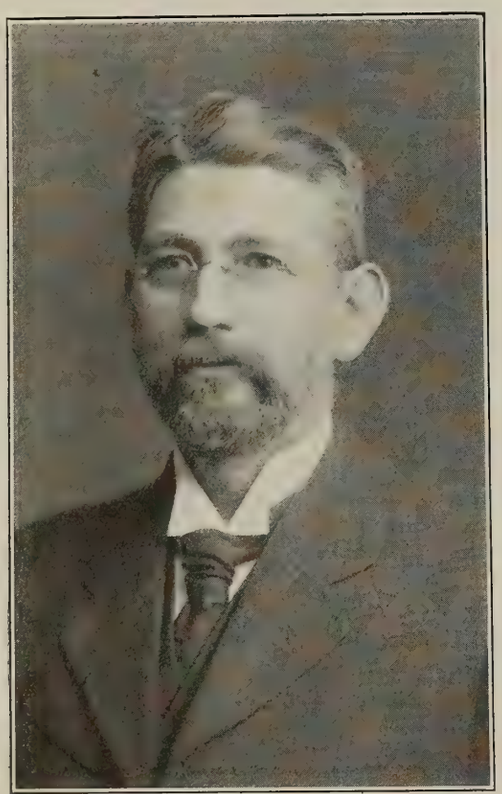
Advantage of Present Assessment Act.

Mr. Kemp: In discussing this matter I wish to say that we have only had this Assessment Act revised within the last very few years. Representatives from this Association, and from Boards of Trade throughout the Province joined in protesting against the old system. The old system was to tax you on your fully paid up capital. If a man escaped from

that, he either stood on the right side of the Assessment Commissioner, or the Assessment Commissioner was not carrying out the law. However, there were very few Commissioners that did carry out the law, because no man could stand being taxed on the full amount of his paid up capital. There are business men here who have a capital of a million dollars or half a million dollars. How could a man stand to be taxed in that way on such an amount?

Mr. Robins: I think you are wrong as to that.

Mr. Kemp: No. The business that was not organized under the Joint Stock Company Act was taxed on the personalty. He might have half a million dollars of capital in his business, and might only be taxed on $50, but his next door neighbor might be taxed on half a million dollars. This Act was enacted for the purpose of equalizing and getting some solid basis to work upon. I have no doubt it acts very unjustly with respect to some people. My own taxes were



MR. J. A. McMAHON
(Union Drawn Steel Co.)
Member Hamilton Committee.

doubled up, but I would rather pay double the tax than find myself in the position I was in before this, with the uncertainty of it. My own opinion is we ought to proceed along the lines of the report, and ask for a reduction.

Mr. Gourlay: Your Committee labored for years with this matter, and in the judgment of the Committee who had to deal with it at the time the Act came into force, the raising of the rate from 50 to 60 per cent. was believed to be a matter of appeal. It is the opinion of the Committee that if the members of the Association will take hold of this matter in an aggressive manner, taking as the basis the circulars that have been sent out, and giving us letter after letter taking the stand that Mr. Robins has taken, or any stand you please, saying it is an unjust tax upon the manufacturers, particularly in the matter of the rate, we may succeed in getting it brought down to the 50 per cent. rate. Retailers are paying from 25 to 30 per cent., and the 60 per cent. rate is a hardship. There is also the matter Mr. Robins refers to with regard to doing business in a wretched building. These are matters that should be dwelt upon in the letters to the Secretary, so as to give him the information and backing he requires. If at the present time we can obtain no benefit as the result of our attack on the Act, then it would stand for all time to come in all probability; therefore, I would urge that you make it a personal matter to supply the Committee with the powder and ammunition to enable them to get a change. Take any argument you please.

Mr. McNaught: Some years ago a Commission was appointed on assessment, and that Commission sat for probably six weeks and took evidence from all over the Province. The result of the Commission was a report, which was afterwards embodied in our new Assessment Act. I don't think there is any pretence that the Act is perfect, but taking it altogether, it has not varied a great deal from the working out of the old system. The Committee is going to sit very shortly, probably this fall, and I think it is the duty of this Association to appear before that Committee, and bring before them such facts, if they can, as will cause them to change their ideas if they are wrong. I quite agree with what Mr. Gourlay has just said.

The President put Mr. Robins' motion, which, on a vote having been taken, was declared lost.

Mr. Gourlay read clauses re "Stationary Engineers Act," "Bill Board Advertising," and "Age Certificates for Minors."

Parents Should Give Age Certificates.

Mr. McNaught: I think it would be well for this Convention to make some comment upon that clause. I have had several applications to bring in an amendment to the present Act so that the onus will fall upon the parent instead of upon the employer. I think a resolution should be framed along those lines. In my own opinion I think the responsibility of obtaining the age certificate should fall upon the parent instead of upon the employer. At the present time there are a large number of foreigners in Toronto, and if the parent cannot produce a certificate of the birth, the employer has got to do so, and it means a great deal of time and trouble.

Mr. Burton: I beg to make the motion that the onus of proof of age should fall upon the parent, and not upon the employer, and that the Government be urged to amend the law to that effect.

Mr. Murray: I will second that. I have had a good deal of trouble with that, and I cannot get the parents to see that it is necessary for them to qualify their children for a position.

The President put the motion, which, on a vote having been taken, was declared carried.

Mr. Gourlay read clauses re "Ontario Bureau of Labor," "Abolition of Juries in Division Court Cases," "Quebec Legislation," "Legalizing Stock Dividends," "Succession Duties," "B. C. Foreign Corporations Act," and "Bulk Sales Act."

The President: You approve of that, that authority be given to the Committee, I suppose?

Voices: Carried.

Mr. Gourlay read the remainder of the report, and moved, seconded by Mr. Thomas, that the report be adopted.

The President: I am sure you will all agree with me this is one of the best reports that was ever presented to this Association. (Hear! Hear!)

The President put the motion to adopt the report, which, on a vote having been taken, was declared carried.

The President called for the report of the Insurance Committee, which was presented by the Chairman, Mr. R. D. Fairbairn.

REPORT OF INSURANCE COMMITTEE

IN the report of the Committee to the last annual meeting mention was made of the re-organization of the Department under plans which brought the Mutual Fire Insurance Companies, organized under the auspices of the Association, into closer working force with it. It was then the confident hope and expectation of the Committee that, in this concentration of forces, we should be able to do much more effective work, as also to develop along other lines of influence that our limited staff had hitherto prevented our taking up.

It is fitting that the present report should open with the statement that the year's operations have completely justified the expectations then formed, and in no preceding year, since the inauguration of the Department, has anything like the extent of work been done or equal results accomplished.

Inasmuch as you will be called upon to extend the arrangements between the Association and the Mutual Companies for another year, it is opportune that we should briefly state the basis upon which the past year's co-operation has been conducted. In consideration of a fixed allowance of one thousand dollars per annum ($1,000.00), payable monthly by the Association to the Mutual Companies, and of the retention by them of the fees earned by the Department (under the plans and scale of charges approved from time to time by the Executive Council), the expert staff and clerical force of the Companies is at all times available for the work of the Insurance Department. The effect of this enlarged opportunity will be seen in the record of the work performed during the year and under the arrangement thus outlined and apart from the clerical force we have had the advantage of the services of competent engineers in structural work, electricity and automatic sprinklers and two general inspectors. It will be manifest that without such co-operation the Department could not possibly have been so well equipped, and as the arrangement has been mutually satisfactory and advantageous, the Committee recommend it be continued for the succeeding year.

The following concise summary of the work done by the Department during the year for individual members will be of some interest:—

	No. of Risks.	Amount of Insurance.
Policies examined	106	$10,711,164
Risks inspected	115	6,048,900
	221	$16,760,064

or about 50 per cent. more in both number of risks and amount of insurance than in the preceding year.

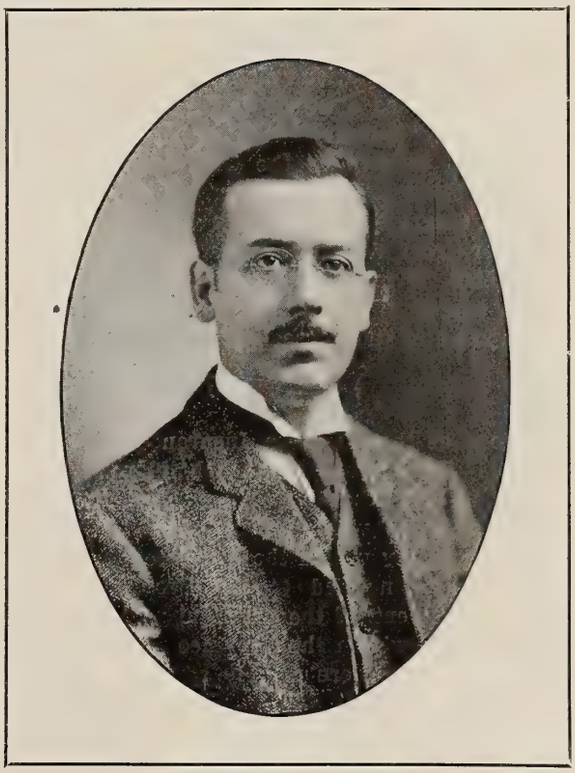
In the matter of inspections the increase is most marked, for whereas in 1907-8 the total was 52, in 1908-9 it was 115. It is safe to say that in almost every case the inspection has been followed by improvements in the physical hazard and we believe in this way we have assisted in carrying out one of the main purposes for which the Department was organized, viz: the lowering of the fire waste of the country. Your Committee are much pleased to place on record their gratification at the readiness with which the Inspectors' suggestions have been received and at the promptness with which improvements have been carried out.

Adjustment of Fire Losses.

In this branch of our work we have to report a perceptible decrease. During the year we have only adjusted four losses, aggregating $10,843.30, which in both number and amount is the smallest since the organization of the Department.

Automatic Sprinklers.

We are glad to be able to say that in this branch we have established a new record, and we look for future development quite as marked as the past year shows over any of its predecessors. During the year we have laid out or passed full or partial sprinkler equipments for 21 factories; of these seven have been completed, and in one case a fire was subsequently suppressed with little damage; seven are now in course of installation, and are under the constant supervision of our Engineer; four are for one reason or another in abeyance, and in three the contemplated installations were either abandoned or the services of the Department dispensed with. This is a record with which we are justly pleased, not only because it marks a distinct advance in the character of the work we are undertaking, but also because it shows a reviving demand for this efficient and profitable method of fire prevention.



MR. E. P. HEATON

Manager Insurance Department, Canadian Manufacturers Association.

Mutual Fire Insurance Companies.

The representative of the Association on the Directorate of the two Mutual Companies, Mr. G. M. Murray, will present his report to you in the usual course. Your Committee recommend the re-appointment of Mr. Murray for the ensuing year.

Legislation.

The legislative problems during the year have, of course, largely centered around the Dominion Insurance Act, yet the Provinces of Quebec and Manitoba have amended their respective Insurance Acts in a manner that should not be lost sight of. Before touching on the important subject of

the Dominion Act, we would record the amendments made by these two Provinces.

Quebec.

At the Legislative Session of 1907-8 the Quebec Insurance Act was consolidated and revised, and at that time a determined effort was made by the licensed Companies to prohibit insurance in unregistered Companies. Largely owing to the opposition of our Montreal Executive this object was defeated and a section was introduced (No. 132) giving permission to place insurance in unregistered Companies, provided that (1) the Provincial Treasurer was satisfied that sufficient insurance could not be obtained from registered Companies at the "*ordinary*" rate, and (2) that the insured make a return within one month of the effecting of unregistered insurance and pay to the Province a tax of 1 per cent. upon the premiums that would have been charged if the insurance had been placed with registered Companies.

The use of the word "ordinary" in the first section practically meant the rates of the Canadian Fire Underwriters' Association, and it is manifest therefore that the permissive legislation was of little or no benefit to the insured. At the last Session representations along his line were made to the Government, and as a result the Act was amended by changing the word "ordinary" to "reasonable." The effect of this change is to give to the Provincial Treasurer the right to grant permission to the insured to place insurance in unregistered Companies when rates are unreasonable, and apart altogether from the more general permission in the second sub-section, it must be regarded as a distinct gain that a further opportunity is providded for meeting unreasonable rates imposed by the Associated Offices.

Manitoba.

The provisions of the Manitoba Insurance Act in matters of unregistered Insurance were much more severe than under the Act of any other Province. The sections of the Act 58A, 58B and 58C were drawn so that insurance contracts covering property within the Province, if in unlicensed Companies, must be notified to the Provincial Treasurer and a tax of 50 per cent. of the premium paid, whether such contracts were made within the Province or otherwise. The penalties for infraction were equally severe.

At the last Session this Act was further amended by the following clause:—

> "Nothing in Chap. 27, of 3 and 4 Edward VII., being an Act to amend the Manitoba Insurance Act, as amended by Chap. 23, of 7 and 8 Edward VII., shall be construed to create any liability, either civil or criminal, in respect of any contract not made within the Province of Manitoba."

The obvious inference to be drawn from this amendment is that a Provincial Insurance Act can only apply to contracts made within the Province, and that citizens possess the right to make Insurance contracts without the Province and free from any liability, penalty or restriction imposed by Provincial legislation. The plain admission of this right in the amendment passed by the Manitoba Legislature is of more than passing interest in view of the status of the whole subject of Insurance legislation, to which further reference will be made.

British Columbia.

This Province was also the scene during the year of activity on the part of the registered insurance companies in an effort to eliminate competition and strengthen the position of those offices associated together in the local Board of Underwriters.

The British Columbia branch of the Association vigorously fought the measure introduced into the Local House, and not only succeeded in obtaining most important amendments from the promoters, but also had consideration deferred until a later session.

The efforts of the promoters will no doubt be continued in the succeeding session, and your Committee will co-operate with the British Columbia Branch in continuing its opposition.

Dominion Insurance Act.

The Insurance Bill was before Parliament during the Session of 1908, and again during the Session of 1909. In the Bill which was introduced by the Government during the former Session, it did not appear that it contained any conditions inimical to the interests of the members of this Association.

In the Bill, however, which was introduced in the Session of 1909, there was a section, which, if put into effect, would have prohibited what are known as Unlicensed Companies from doing business in Canada. This section (No. 70) read as follows:—

"70. Except as provided in section 139 of this Act, every person who—

(a) solicits insurance for or delivers any policy of insurance or interim or renewal receipt of, or, — Penalty for delivering policy.

(b) except only on policies of life insurance issued to persons not resident in Canada at the time of issue, collects any premium in respect of any policy of; or, — Collecting premium.

(c) inspects any risk or adjusts any loss or carries on any business of insurance on behalf of any individual underwriter or underwriters or any insurance company, without the license provided for by this Act in that behalf or after such license has been revoked or suspended; — Carrying on insurance business.

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.....

shall, on summary conviction before any two justices of the peace, or any magistrate having the power of two justices of the peace, for a first offence, be liable to a penalty not exceeding fifty dollars and costs, and not less than twenty dollars and costs, and in default of payment, to imprisonment with or without hard labour for a term not exceeding three months and not less than one month; and for a second or any subsequent offence, to imprisonment with hard labour for a term not exceeding six months and not less than three months." — Penalty.

In order to correctly understand the trend of this legislation, it might be well to point out that in the Session of 1908, before the Banking and Commerce Committee, at its sitting, February 20th, Mr. Morrisey, claiming to represent the Canadian Fire Underwriters' Association, submitted an amendment to the Bill, then before Parliament, the wording of which is precisely the same as that adopted by the Government and embodied in its Bill of 1909.

A brief discussion in Committee took place, which clearly showed what was in the minds of those who were influential in having the Government adopt this clause, as the following quotations clearly prove:—

Proceedings of the Banking and Commerce Committee of the House of Commons.

No. 7—1908.

Hon. L. Melvin-Jones: Is it the intention of your clause to prohibit an individual or corporation from going outside of Canada and arranging their insurance if they so desire?

Mr. Morrisey. That is the intention.

* * * * * *

Hon. Mr. Foster: You wish to get all the insurance which you can supply and then allow the individual, or the corporation, to go outside for the balance?

Mr. Morrisey: That is precisely what we wish.

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Quotations from Proceedings of Banking and Commerce Committee.

No. 6—March 30th, 1909.

Mr. Morrisey: Now, if there is anything in the law of Canada that permits the manufacturer or any other citizen of Canada to insure in an unregistered company, no matter whether it be a New England Mutual or any other company, I would like to have that section of the law pointed out to me.

Mr. Perley: At the present time there is no section of the law which forbids it.

Hon. Mr. Fielding: It does in general terms; the new Bill puts a little more clearly than the old law what is in the law now. The law forbids doing business of that character.

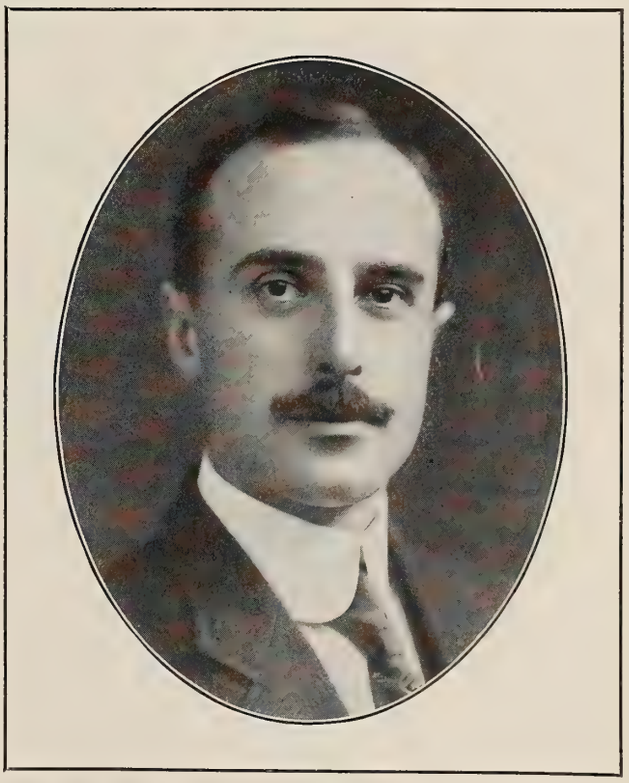
Mr. Owen: Mr. Chairman, what was the object of placing this clause in the Bill?

Hon. Mr. Fielding: It makes the exisiting law a little more clear. I am quite aware it is a very contentious clause. The policy of Parliament has been to forbid doing business in unlicensed companies; that is the provision of section 60 of the present law, but this makes it a little more clear and more rigid.

Mr. Owen: Why do you object to doing business with outside companies?

Hon. Mr. Fielding: It is a large question. Why do we object to doing business with outside companies that come into competition with the manufacturers, and even go to the extent of making regulations requiring manufacture in Canada? However, I am not arguing the point

The foregoing quotations are made for the purpose of demonstrating what the policy of the Government was as voiced through the Hon. Mr. Fielding, Minister of Finance, viz.: to prevent manufacturers and others from carrying insurance, except such as could be written by licensed companies, or, in other words, except such insurance as might largely be written by and upon the terms of those who are members of the Canadian Fire Underwriters Association, whose members transact 88 per cent. of the business as reported to the Dominion Government. The matter of getting outside insurance was, therefore, under section 70 of the Bill, prohibited. This having come to the attention of the Association, on March 23rd, 1909, a circular was issued to members calling attention to this section of the Bill. It appeared that the members of the Association who would be principally affected would be those who were carrying insurance in the New England Mutuals, and accordingly a list of insurers in the New England Mutuals was secured, and these were notified to attend meetings held simultaneously in Toronto and Montreal, with a view of forming a delegation in order to consider the matter. The meeting selected their representatives, who were requested to proceed to Ottawa.



MR. C. M. MURRAY
(Chapman Double Ball Bearing Co.)
Chairman Reception and Membership Committee, 1909-10.

The delegation accordingly proceeded to Ottawa and made their statement before the Banking and Commerce Committee, making it quite clear that they represented only a class of insurance known as New England Mutual Insurance. They were before the Banking and Commerce Committee for two days, and that concessions of any kind were subsequently made by the Government is largely due to the advocacy of that deputation. The concession referred to permitted the insurance in unlicensed companies on the following conditions being conformed to, viz:—

(a) Returns showing particulars of insurance carried in outside companies to be furnished to the Government.

(b) A tax of 15 per cent. upon the net premiums paid to outside companies, with a maximum tax of 15 cents per hundred dollars of insurance.

In respect to the latter condition, there have been some criticisms, principally from those who are not insured in the New England Mutuals.

In this connection the Committee desire to refer to the special article on the subject in the current month's issue of INDUSTRIAL CANADA, which shows the status of the Bill, the action of the Association and of the Insurance Committee relative thereto. It is to be particularly observed that the Executive Council, at its May Meeting, on the report of the Insurance Committee relegated the whole subject of taxation on unregistered insurance to this meeting, and in pursuance thereof the whole question is now before you.

It should be made quite clear that the Association is in no way responsible for this question of tax having been raised, no more than it was responsible for the Government adopting a policy, the result of which meant the prohibition of outside insurance.

In studying the question, it should be thoroughly understood that when the question first came before the manufacturers, they were confronted with a clause which prohibited all outside companies from doing business in Canada unless they were prepared to open branch offices in Canada and enter the Insurance business n this country to the fullest extent. To this the Goverment had so far given its assent as to include it as part of the Government measure, and the statements of the Finance Minister made it clear to those before him that he believed this was the original intention of the old Act, and that the new Act only made the position more clear."

As not all of the manufacturers were interested directly in this question, and as the question of protection on manufactured goods was likely to form a large part of the answer of the Insurance people, the Association took no stand itself on the subject, but drew the attention of the members likely to be affected. The arguments and representations made by the parties already named in this report were made, representing a meeting of the manufacturers who insure in the New England Mutuals. They were not at Ottawa as representatives of the Canadian Manufacturers Association, and made clear their position at that meeting. The position they took at Ottawa was, that insurance was not a commodity which should be taxable. The insurance business did not employ labor and should not be in any sense subject to protection any more than the importation of money into the country should be the subject of taxation, but, *if something of the kind had to be done*, then it was much preferable that some measure, such as that now before the House, should be adopted in place of the original proposal.

It is now free for the Canadian Manufacturers Association to decide whether to agree to some such measure as is now before the House or to oppose any interference in Insurance matters such as is proposed either in the original Bill or in the later amendments thereto.

Constitutionality of the Dominion Insurance Act.

The subject of Insurance has since Confederation formed one of the doubtful issues as between Dominion and Provincial rights. It is one of the few practical subjects upon which both the Federal and Provincial Legislatures have enacted Laws, and the question of where jurisdiction lies is still open.

The only feature of the subject that has been decided by the Privy Council is that legislation with respect to uniform conditions falls within the powers of the Provincial Legislatures by virtue of sub sec. 13 of sec. 92 of the B. N. A. Act, wherein powers to legislate exclusively are given to the Provinces in matters relating to property and civil rights in the Province. Under sub sec. 2 of sec. 91 of the British North America Act the regulation of trade and commerce falls to the Federal Government, but whether insurance may be regulated under such authority is open to doubt.

Owing to the present state of jurisprudence we find concurrent legislation by both Federal and Provincial authorities, and if the the Dominion Act imposing a tax on unregistered insurance is ultimately passed we shall have the further complication arising from duplicate taxation.

We record these general observations on the subject to emphasize the importance of an action that has been taken in the Montreal Courts against Willis, Faber & Co., Limited; this action is taken under the Dominion Insurance Act at the instance of the Canadian Fire Underwriters' Assocation, to enforce the penalties provided against any person who acts on behalf of an unregistered Insurance Company. In this case the defendants, Willis, Faber & Co., Limited, are pleading, amongst other defences, the unconstitutionality of the Act and it would seem that at last the question of jurisdiction is likely to be submitted to the highest court for settlement.

Your Committee has taken steps to be represented at this trial, and to watch the proceedings as closely as the importance of the action warrants. It will be apparent that whichever way the decision may ultimately be given it will have a far-reaching influence on the entire situation, and the incoming Insurance Committee will necessarily have to follow the proceedings most carefully and report fully to the Executive Council from time to time as matters progress.

E. P. HEATON, Manager. RHYS D. FAIRBAIRN, Chairman.

G. M. MURRAY, Secretary.

Mr. Fairbairn read opening of report and clause re "Adjustment of Fire Losses."

Mr. Thomas: What is the explanation of that falling off?

Mr. Heaton: The reason for that is that our members have not suffered to the same extent, and those who have suffered loss have felt themselves capable of adjusting their own losses, hence our Department has not been called upon for that particular service.

Mr. Fairbairn read the remaining clauses of the report, and moved, seconded by Mr. Tindall, that the report be adopted.

Oppose Tax on Insurance Premiums.

Mr. P. W. Ellis: Mr. Chairman, this bill that has already passed the Commons and will be introduced, undoubtedly, at the next session of Parliament, is a most important one; it affects every manufacturer who requires insurance to protect him from loss arising from destruction by fire, and for the purpose of bringing this matter properly before the meeting, and that it may be debated from every standpoint, and from the personal requirements of each member, as the view of each member present will be typical of many absent manufacturers, I will move, seconded by Mr. Rowley, of Hull,

WHEREAS the Dominion Insurance Act, as passed by the Canadian House of Commons at the last session of Parliament, contained a clause providing for the furnishing of a return, and the payment of a tax on all insurance placed with Companies not registered in Canada; and whereas, this is being followed by a movement on the part of the Insurance Companies forming the Canadian Fire Underwriters' Association, to have legislation enacted which will make it impossible for the insured in Canada to place insurance in unregistered Companies; and whereas, such legislation would prohibit the use by Canadian insurers of insurance by mutual and reciprocal underwriters, a class of insurance which for nearly half a century has rendered a unique service to the insured and

to the country, both by thorough inspection and consequent low cost, and, moreover, such mutual and reciprocal insurance cannot be obtained in Canada, nor is it practicable under the present Dominion Insurance Act to organize companies which might supply it; and whereas such legislation would also prohibit the right of contract with other Insurance Companies and associations outside of Canada, which accept insurance under conditions and advantages that cannot be obtained from Companies registered in Canada—a class of insurance also largely used in Canada, and which moreover, offers the only safeguard against exorbitant rates:

Therefore be it resolved that the Canadian Manufacturers' Association, while recognizing always the principle of protection for Canadian industries and institutions, places itself on record as strongly opposed, under present circumstances and conditions, to any legislation which would impair or prohibit the continued use by Companies of the valued service rendered by such unregistered Companies."

I trust that during the debate upon this very important matter every point that should be emphasized in order that this legislation may be prevented, will be raised at this meeting. I hope that every member who feels he can add to the information upon this subject will not hesitate to rise upon his feet and do so. It is unnecessary for me to take up your time to emphasize the important relations that fire insurance bears to the fixed charges in our various factories, adding to the cost of the goods we produce; nor to emphasize the great importance of keeping these fixed charges down, in order that we may compete successfully with the productions of foreign countries that are largely being imported into this country. It is really a tariff matter in another form; by raising these fixed charges of insurance, protection against foreign goods is proportionately lowered. Another feature is, if a tax of fifteen per cent. upon premiums for insurance placed with unlicensed or foreign companies is to be exacted, it may result that our members may reduce the amount of insurance they carry, much against the interests of our Dominion. It is important that whatever waste unfortunately arises through the action of fire should be compensated to the fullest possible extent in the interests of our trade and commerce. Again it appeals to me as a direct discrimination against Great Britain, the Mother Country, which does so much for us; we all know that operating in London is the oldest, the largest and wealthiest insurance institution on the globe, an institution which grants insurance to our members which they cannot obtain anywhere else, and I am sure that the members of the Government, and many who are advocating this tax have but little conception of how hard they are hitting many manufacturers and merchants by adopting or seeking to have placed upon the statute books of this country any act that will prevent the members obtaining that class of insurance. I might say with respect to the company I represent that we have a policy in this great English institution covering us from loss from any cause whatsoever; a necessary class of insurance in connection with the business the company I represent is engaged in, viz., precious metals. No company in Canada, to my knowledge, provides that class of insurance, and it seems to me an unfortunate condition that I should be taxed for seeking in England, insurance impossible to obtain in this country.

Special Classes of Insurance.

Another class of insurance, Mr. Chairman, that our company, and I believe a number of other companies or firms in Canada carry, and probably many other of our members would carry if they understood that such insurance could be obtained, viz., protection against loss by the insolvency of any customer arising through fire, a most important kind of insurance. It relieves us from the necessity and responsibility of enquiring into whether our customers are adequately insured. It relieves us from, what shall I say, the obligation of showing sometimes, if it might be so construed, a want of confidence in our customers by asking them to assign their insurance policies to us as security for the credit we extend to them. I do not know if this class of insurance can be obtained in the Dominion of Canada, and I again repeat it would be a most unfortunate circumstance if, in ignorance of all these matters, our legislators at Ottawa should unwittingly place upon the statute book of this country such an obstacle to the successful carrying on of the industries of our Dominion.

I cannot see that there is any analogy between the protective tariff for the industries in this country permitting us to produce what the Canadian public require, and to give employment to the Canadian working people, and the taxation of premiums sent out for insurance. I think the report of the Insurance Committee very fairly covers this feature.



In the Corridor.

We might with equal justification, and upon the same line of reasoning be required to pay a tax upon the interest we would pay upon a loan obtained in a foreign country. We might as well ask our municipalities and other organizations who float their bonds in Great Britain to pay a tax upon the interest they pay upon these bonds. I appeal to you, Mr. Chairman, in all fairness, wouldn't it be raising a question of paramount importance, to consider, even for one moment, taxing the interest we pay for these loans, and I submit there is but little difference between a tax of that character and taxing the premiums which we send out of this country to obtain in many instances insurance that it is impossible to obtain in Canada. I have only touched upon the fringe of this important matter, and will now leave it with the members.

Must go Outside Canada.

Mr. Rowley: I have very great pleasure in seconding the resolution which Mr. Ellis has so well and clearly read, and upon which he has made such a concise, practical and full speech. There are, however, one or two points I would like to draw attention to, not as a manufacturer this time, but as a

merchant. Mostly all of us are manufacturers, but some of us are merchants, and while we are trying to get legislation which will be advantageous to the manufacturer, we must also do what we can to get legislation that will be satisfactory to the merchants. Now, a great many of us have in times past had to, a good many of us perhaps now have to, and perhaps some of us in the future will have to, borrow money. If a man wishes to borrow money to prosecute his business, either as a manufacturer or merchant, he cannot go to his bank and hope to get what he wants in a satisfactory way, unless he can satisfy them that his properties are fully and amply covered by insurance. If he is issuing bonds or debentures or wishing to sell preferred or common stock, or in any way wishes to raise money, he must satisfy those from whom he is raising it that the property he is offering as security is fully covered by insurance. Large concerns find it impossible to get a sufficient amount of insurance to protect them on the property they wish to cover. It is impossible to get it in Canada. Many of you know that. I wish to emphasize and make it so clear that those of you who have not tried to get insurance by the millions will know it cannot be had. This Act which passed the House of Commons, but which fortunately did not pass the Senate, if it had been put into effect would have been an absolute prohibition in the matter of insurance; it would have had the effect almost immediately of placing the whole of the insurance business of Canada in the hands of what is called the Straight Line Licensed Companies. I don't know of anything that could have been done that would have placed these people in that unique position of having complete and perfect command and control of the insurance business in this country as much as that Act would have done, and which would have left those of us who wished to insure for larger amounts entirely in their power. That might not be so bad if, when in that position, they could give us the insurance we wanted. But it is admitted that they cannot give the insurance that is required in Canada unless they go and get it from these various companies that it is sought to prevent us from insuring in, by re-insurance. It would seem almost to any fair-minded man that you would only have to go to the Minister of Finance and say, 'Why should we be prevented from insuring our properties in the United States or in England, while the very people who take this insurance from us can go there and re-insure it? If we insured for, we will say, fifty thousand pounds in any of the Straight Line Companies in one risk, they would not take it; they would write us a policy or they might not, but if they did, a large percentage of that risk would be covered by these very companies, which it is sought to prevent us from covering in. Who would get the advantage? The registered companies would get the advantage, and the unregistered companies would have no advantage at all.'

As to the question of taxation on premiums, I don't believe when it comes to the last ditch, if it ever comes there, that any Minister of Finance in Canada will get up and seriously ask the House of Commons or the Senate of Canada to pass such foolish legislation as to impose a tax upon insurance coming into this country. No Minister of Finance, I should think, would really seriously do that. He might as well tax the capital that is coming into the country.

The Difference in Rate.

Now, there is another very important and vital point on which Mr. Ellis only touched, and of which I would like to give you an example. The difference between the rate which a merchant pays on a sprinkled risk in one of the New England Mutuals, and that which he is asked to pay, even if he could get the insurance in Canada, in the Straight Line Companies is marvelous. It is almost incredible. Plenty of us pay on the basis of one per cent. per year; lots of us get 80, 85, and sometimes 87½ per cent. of that back. My experience in the company I represent, which not only does a large manufacturing business, but has eighteen branches, in five years has been that we get a rebate on the majority of the insurance we place in these companies of from 80 to 85 per cent.

These are the chief points. I do not wish to take up any more time, or unnecessarily, but I want you to understand that those are the points that Mr. Ellis has brought out in his address, and which, in seconding the motion, I wish to emphasize.

I will ask you to give the matter your consideration, and do all you can to prevent legislation next year, if this comes up, being enacted by the Government upon this prohibitory, and useless and very dangerous basis.

Mr. Fairbairn: Before this matter of insurance is discussed any further, I would like you to start out in the discussion with an understanding of the situation as it is to-day. The Dominion Government have enacted legislation controlling fire insurance in Canada. They impose certain penalties on insurance companies to-day, which, I believe, we are prepared to admit costs them possibly from five to six per cent. of their premium income. That is the basis that the Government are working on to-day. They control insurance and they say, (it is in their first Act) that they are going to shut out any insurance that does not comply with their regulations. Mr. Ellis, the mover of this resolution, which I personally would be very sorry to see carried, while I am delighted to have it brought forward to open up discussion, says this is practically tariff legislation. It is practically tariff legislation, and we as manufacturers cannot apply one rule to insurance and another to the manufactured article.

Mr. Ellis: Pardon me, I said it was not tariff legislation; I said they could not call it tariff legislation. My statement was that I didn't see the analogy between tariff legislation and this Insurance Act. Where I touched upon the tariff it was in this respect, that anything that would increase the fixed charges in carrying on our factories was lessening to that extent the protection we had by reason of the tariff.

Mr. Fairbairn: Which brings us entirely into a matter of tariff legislation. However, I don't wish to detain you on this matter. There are many men we want to hear on this very important question. My own opinion is that where the Government do insist and do charge the companies a tax of say five or six per cent. for doing business in Canada, we as manufacturers, cannot fairly ask them to protect our industries, and not protect them at least to that extent in the insurance that comes in the country from outside companies. It appeals to me something like the Hamilton street car, coming up on their two seated open car, as I did yesterday morning from the station; I notice when one of our prosperous manufacturers seizes that seat there is not much room for the other fellow. I think if we take the stand embodied in the resolution we are exactly in that position.

Foreign Shareholders of Insurance Companies.

Mr. Tindall: There are just one or two points that I would like to speak to with reference to this question. I am certainly fully in accord with the position Mr. Ellis takes, and I think he has covered the ground fairly well, and has given to the arguments sufficient strength to enable most of us to come to a decision on this point, but there is one thing that I think was overlooked, and that is that the whole of this agitation is brought about by an institution that is known as the Canadian Fire Underwriters' Association. That Assocation is composed of thirty-three or thirty-four insurance companies I think. Now, if there was any excuse for a taxation of any kind, the argument would be used that you were going to develop the industries or institutions of your own country of Canada. If you look through the list of those companies you

will find the largest proportion of them are foreign corporations; the shareholders are resident in England, and in the United States, and all over. The money invested is from England, United States, Gemany, China and Japan. The profits, after the expenses are paid, go to foreigners who are getting the benefit of those dividends by the investment in Canada. If you take the few Canadian companies in that list where the capital is purely Canadian capital, you will find them, to a large extent, in the minority. Mr. Rowley covers the point very well. Take more particularly the industry which I represent, that of lumber, in which insurance plays a very large and important part in our fixed charges and output. Take it for argument's sake that there was some reason for a tax. A tax there of that kind where the premiums are necessarily high would add very largely to the regular existing rate. You go to London and New York and place a large volume of insurance that cannot possibly be got in this country. I think I am pretty nearly correct that the general rule of most of the insurance companies in this list is to write an item of about $2,500 in each yard of lumber. They won't take any more. Supposing we have in a pile a million to two million feet of lumber running all the way from $200,000 up to half a million dollars, they will take just as much as they like, and if you want the balance, these very individuals who will not allow you to insure in London, will ask you to pay them their premium, and they will take and re-insure in the very institutions that they say to you, you must not insure in, and the insurance goes there. I don't think there is a firm in Canada that is carrying any large block of insurance that can say to me, or can get up on any platform in Canada and say he has got that insurance placed in the Canadian companies, unless it has been placed by this aggregation that controls our policies and wants to control us. You will find that insurance is placed in Germany, China, Japan, Australia, New Zealand, the United States, and in London, England. That is what you will learn if you scrutinize and look at your policies carefully. You will find the same thing existing in marine insurance.

Now, for this reason, I think that that should be thought of in discussing and voting on this question. It is not a question of protection. You are not protecting any thing that is of national importance at all. You are asked to protect something that is largely foreign to the country. I think the principle of taxation is entirely opposed to any thing that has got common sense or anything else in it. You might as well tax me if I go to New York and borrow so much money as to tax me on the insurance premium I pay.

Mr. Phillips: I don't think the most radical protectionist here would name a rate which would place the home companies on a par with outside companies. I had to pay a $2.50 rate to the Boston Mutual, and other Mutuals gave $1.50 and gave a 40 per cent. rebate. What kind of a protective tax would you have to impose in order to serve their purpose? Anything anyone would think of naming would be simply fictitious, and would not be for the purpose of protection at all.

The Deputation to Ottawa.

Mr. Kemp: I don't think there is any difference of opinion in this room in regard to this matter. The question, however, which it might be worth while for us to consider is the situation which this Association or the members of it have been up against, and the question as to how we had better continue to deal with this important and difficult matter. As the report which was read by Mr. Fairbairn states, in the Act which was introduced in the House in 1908, there was nothing inimical to the members of the Association, but in that year in the Banking and Commerce Committee, Mr. Morrisey, who is the spokesman of the Canadian Fire Underwriters' Association, proposed an amendment. Senator Jones and one or two other gentlemen questioned him briefly in regard to it to get his interpretation of what it meant. I happened to be a member of that Committee at that time. I felt we would not hear any more of it, but to my amazement when my attention was drawn to it, as your attention was drawn to the matter by the Secretary of the Manufacturers' Association, and when I got a copy of the Bill, I found that the very thing Mr. Morrisey proposed, and his identical words, were accepted by the Government, and embodied in the Bill which was introduced during this last Session of Parliament. In the course of events, as you are aware, the Secretary issued an invitation to come to the offices of the Association in Toronto and discuss the matter, and in discussing it and looking into it we found it prohibited everyone from doing business outside of Canada, or if you wanted to insure you would have to insure through the companies licensed in Canada, or practically through the Canadian Fire Underwriters' Association. This Committee of insurers decided to send a deputation to Ottawa to protest against it. Everyone present at the meeting was asked to go. The gentlemen who did go were those whose names I find here,



LIEUT. JOHN STEPHEN
(91st Regiment)
Member of Officers Entertainment Committee.

your President, Mr. T. A. Russell, who was at one time Secretary of the Association, Mr. Jones, Mr. W. K. George, an Ex-President, Mr. Candee, and myself. Now, when we got to Ottawa we found a very peculiar condition existed. The Minister of Finance intimated, as you will see in the report which has been read to you, that the object of the Bill which had been in existence for years was to prohibit us from doing our insuring outside. This was evidently news, even to the Canadian Fire Underwriters' Association at the time, as I notice by a question which was answered by Mr. Morrisey. The report refers to an action taken by the Canadian Fire Underwriters Association against Willis, Faber & Company, who are the agents of Lloyds in this country. I have no doubt this has set the Canadian Fire Underwriters at work to find out what their rights are, and I suppose if the bill never becomes law, if the courts decide in favor of the Canadian Fire Underwriters

Association, then we one and all will be barred from doing business outside of Canada. The Committee which went to Ottawa took the liberty of sending a report of what they found on this matter to the Association, and some of it is embodied in the report which has been read. There are some things which I notice have been omitted. In order to make it clear to you as to what the position actually was, in addition to the quotations read to you I would like to read you one or two more quotations. Mr. Fielding says in the Official Report which I have here: "Are they doing it at a loss? Are you looking for protection like the manufacturers? Is that what you are driving at?" Then again he says: "You do not want cheap insurance any more than other things? You want the insurance to be done in Canada, whatever it costs?" That was in the year 1908. This year, and during the time we were present, this dialogue took place between the Minister of Finance and Mr. Russell:

Mr. Fielding: "You may apply that to the general argument of protection, that if you name reasonable prices you would not need any protection, and you would not expect it."

Mr. Russell gave his answer and said, "Yes, I also pay duty."

Mr. Fielding says, "That is all we want."

Mr. Fielding says again, "Have you any idea of the amount of insurance of this class that is placed outside of Canada? I am commencing to think of the revenue that might be obtained with 35 per cent. on the premium. Have you any idea of the gross premiums paid?"

There were things that occurred between this deputation and the Members of the Insurance Department which are not reported. It was with the greatest difficulty that they got favorable amendments to the Act as far as they are advanced at the present time. In the course of our observations we protested against this tax. I myself remember pointing out to the Government and members of the Committee that they had no more right to tax insurance than the capital coming into this country. The amount of insurance carried in outside insurance companies is about the same as the capital coming in. We argued these things, we fought for them, we did not succeed. Mr. Laidlaw, from Toronto, and these other gentlemen said, "You gentlemen come here, you are manufacturers, you want protection. We are Canadians, we are just as good Canadians as you are, and we ask for some protection. We have offices here. The Government say to us, "You have got to put up a deposit at Ottawa for every dollar's worth of business you do in Canada. You have got to submit a statement. We are subject to Provincial taxes, and we come under the laws of the country. Here are people coming here, and they don't want to submit to any of these things."

A Question of Expediency.

We protested, but so far as I was concerned at that particular moment—I might perhaps be more courageous at some future time—with one man asking protection on one hand, and the other man apparently arguing against his own arguments on the other, I felt that we could not get that question of protection properly before the Committee because it involved the discussion of the whole question of the principles of protection. Therefore, as an expediency there was no stringent opposition made against the tax on behalf of the Committee who represented the Mutuals. Even my friend Mr. Rowley will know the difficult position we were in at that time, and when he was speaking I happened to look up what his own observations were on the subject at that time, and you will see by the observations which Mr. Rowley made that he submitted and was not prepared to kick against the tax any more than the rest of us.

I have briefly drawn attention to the situation which confronted us, but I think Mr. Ellis and Mr. Rowley have overlooked the fact that in clause 139, which was drafted and redrafted and submitted to the Committee, the result was that they said, "You are permitted to insure outside provided you submit to the Government certain data." It seems to me a reasonable thing that the members of this Association who are large insurers can easily furnish the Government with those statistics. They are desirous of having such statistics, by means of which the amount of insurance carried, the premiums paid, fire losses, and the liability of the companies can be ascertained. They want it for statistical purposes for the archives of the country. We thought it all out, and we came to the conclusion those were things which might reasonably be conceded.

The other part of the section refers to the question of taxation, which is fifteen per cent., and as I said when I stood on my feet first, I agree with much that is said here with respect to it.

In this question of mutual insurance nearly every State in the Union has had a fight, as against these companies coming into a State. The opposition has been raised by the Straight Line Companies, and we have got it in Canada also, and I am simply telling you what has happened. I myself do not feel at liberty to say that the tax is not legitimate. I think it is too much, but taking all the conditions into consideration, and considering the fact that there are very considerable interests outside of the membership of this Association that are not manufacturers, that are going to oppose, that are opposing it, that are very strong and influential, it is my opinion it might be well for the Canadian Manufacturers' Association to consider whether they ought to oppose the question of the tax further in view of that situation. The resolution which has been proposed and seconded should not pass without some amendment at any rate, because it seems to me we overlook clause 139 which was framed particularly for the benefit of those who could and were in a position to insure outside and furnish statistics to the Government.

The resolution starts out as though nothing had taken place, while as a matter of fact we had considerable anxiety about this, and a lot of hard work in getting as favorable amendments as we find in clause 139. But, even if the Bill is passed and becomes law, there are a hundred million dollars of insurance which can be done in outside companies. As I was one of those who went to Ottawa, I was asked by two or three gentlemen to be good enough to come here to-day. I have come here for the purpose of throwing some light on the subject and trying to tell you exactly what took place as nearly as I could remember.

Mr. Younge: I would like to read a short extract from Mr. Fielding's speech in the House of Commons on Monday, May 17th. Mr. Fielding said, "But after the question had been discussed, after it had been threshed out for several hours in Committee, after the view which I have endeavored very imperfectly to present here, had been presented very forcibly by the insurance men, but which was strongly presented by the insurance companies, the delegation from the Canadian Manufacturers Association came back and said, 'We want to make a further statement. We admit the reasonableness of the statement made by the insurance men. At the same time we point out that your Bill will make this business practically prohibitory. You impose your penalties in such a way that these New England Mutuals and other companies will not be able to do business here at all. Don't prohibit them, don't shut them out, don't place upon us that burden, for we cannot always get the amount of insurance that we want, or sometimes when we can we have to pay too high a rate. We admit the reasonableness of the case, the Canadian companies and these licensed companies ought to have some measure of protection, and if you want to put a moderate tax on this class of business we think it reasonable and are willing to submit to it.' This is the source of this clause. The suggestion came from the Canadian Manufacturers' Association."

I don't know who appointed this Committee to go to Ottawa, but, as a member of this Association I wish to place the views of the company I represent on record as being absolutely opposed to the statement made by Mr. Fielding, which is supposed to represent what the manufacturers said at Ottawa. We are not willing to submit to a tax upon this insurance for the simple reason, and I am sure it will appeal to every man here, that the Canadian companies cannot give us the insurance that we are enjoying to-day. We are insured in the New England Mutuals, a class of insurance that the Canadian companies do not offer at all, and we are not willing under the circumstances, until such a time as the Mutual companies organized in Canada can give us the same rigid inspection, the same thorough insurance, and at the same low rate, to submit to a tax upon this insurance, and I think one of the first things this Association should do is to correct the misunderstanding which exists in the mind of the Minister of Finance.

Mr. Kemp: There is no necessity for correcting any impression in the mind of the Minister of Finance. There is nothing on record to indicate that any member of that deputation that went to Ottawa said they represented the Canadian Manufacturers' Association; they said they represented the insured in the New England Mutuals. Mr. Fielding may be of that impression, but he is mistaken.

Mr. Younge: What I have quoted is from Hansard, and all I can say is that it is a very unfortunate thing that Mr. Fielding on the floor of the House should express his views in this way; and I certainly think, as he has expressed himself before the other members of the House of Commons, we should take particular pains in this Convention to set ourselves right. I would like to see some action taken in this Convention which would explain our position reasonably to the Minister of Finance and remove any impression that may exist in his mind as to the source of the suggestion with regard to the tax.

I may say before I sit down, that we are opposed, strongly opposed, to any move which will either put a tax on our insurance which we cannot obtain in Canada, or which will in any measure prohibit us from using good companies organized under that system, and with the volume of business which we cannot possibly secure here at the present time, to give us a class of insurance that Canadian companies cannot give us at all.

Mr. Burton: I think everybody in this room is pretty well unanimous in supporting the resolution which Mr. Ellis has brought up, and which Mr. Rowley has seconded. The only thing I want to say is, doesn't this whole discussion impress upon every member of the Association his duty of supporting the two Mutual Fire Insurance companies which have been started for the benefit of the manufacturers of this country? And shouldn't they do everything they can do to help those companies? In doing so they are helping themselves, because in the future they will be able to take every bit of insurance you have to offer.

Resolution Adopted.

The President put the motion to adopt the resolution submitted by Mr. Ellis, which, on a vote having been taken, was declared carried.

The President put the motion to adopt the report of the Insurance Committee, which, on a vote having been taken, was declared carried.

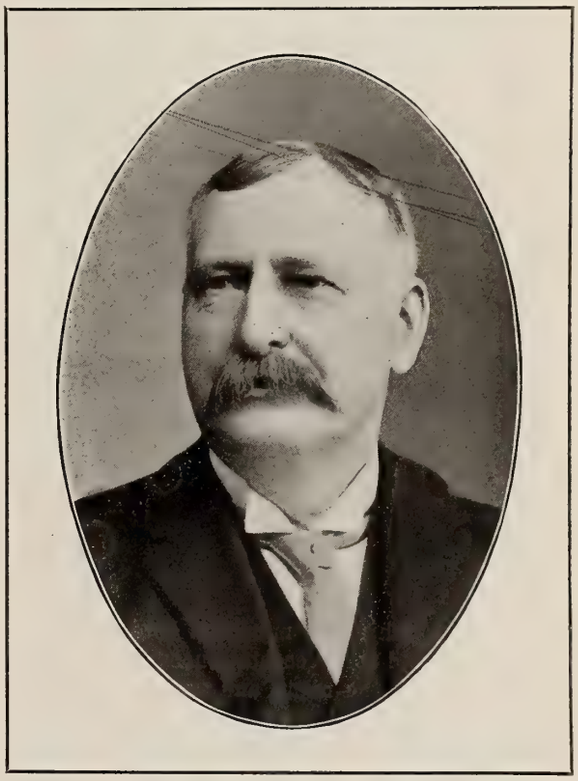
REPORT OF DIRECTOR.

The Secretary, Mr. Murray, presented a report as Director appointed on the two Mutual companies as follows:

The Mutual Fire Insurance Companies organized under the auspices of the Association are now practically completing their second year, and as your representative on the Directorate, it is fitting I should follow the practice adopted at last year's Convention and submit a brief report of the work they have accomplished.

The business of the companies has been managed during the year by a strong Executive and Finance Committee, which has sat regularly at Toronto for the central company and at Montreal for the eastern company, and the gentlemen composing these two committees have given a great deal of time and thought to the underwriting and general care of the interests entrusted to them. I refer to this point to explain a statement that should, I think, be made to you, that the Directors' duties have not been burdensome, and my work as your representative on the boards of both companies has been more or less of a formal character.

At our last convention it was reported that 334 members of the Association had in a practical way supported the companies by placing a part of their insurance with them, and it was generally acknowledged that this was a fair start. During the year 69 members have been added, and for one reason or another 21 have dropped out, thus recording a net gain of 48 for the year. In no single case has the discontinuance been the result of dissatisfaction, the main cause being attributed to cancellations by the companies because of defects in the risks, or because inspection revealed they were not up to the standard set by the Directors. The net gain in insurance in force has been $577,359; the present aggregate total is slightly in excess of $4,000,000, spread over 517 separate and distinct risks distributed as follows:



MR. L. C. McINTYRE
Vice-President for Manitoba, 1908-9.

British Columbia	3
Alberta	7
Manitoba	19
Ontario	348
Quebec	110
New Brunswick	13
Nova Scotia	16
Prince Edward Island	1
Total number of risks	517

It will be manifest to members from the Eastern and Western Provinces that the companies have not yet reached the position when they can lay down a complete organization for competent inspection of risks, and to present the claims they have upon the members of the Association with advantage or economy, and the field nearer home has therefore claimed their first attention. This of itself accounts for Ontario bulking so largely in the business now on the books. Development can only take place as the growth of the business warrants, for one of the fundamental requirements of successful Mutual Insurance is that the cost of doing business should not be more than one-half that incurred by the Canadian Stock Companies, or two-thirds of the expenses of the Canadian business of the British Offices licensed by the Dominion Government.

Apart from any saving that may be made in rate or premium by our Mutual Companies, it must not be forgotten that they are exercising a most important place in the regulation of rates and conditions on the part of the companies represented by the Canadian Fire Underwriters Association. Whether our companies succeed or not in reducing the insurance cost on the small amount of insurance they collectively carry, there is no doubt they have indirectly been the cause of vastly improved conditions in the insurance world, and for this reason, if for no other, they should receive the loyal and continued support of the members of this Association.

The growth of the companies has been along right lines, but the Directors feel that they are not receiving the support to which they are entitled. They do not think they should be placed in the position of canvassing our members for their support, nor that what the companies have to offer should be placed upon a mere dollars and cents basis. On behalf of the Directors, the point of view I wish to present is that the members of the Association should consider it their duty to assist in the upbuilding of their own companies, not necessarily for their own individual good, but because it is their duty to assist in placing the companies in a position of such unity and strength that they will become an increasingly effective force in the regulation of practices which in the fire insurance world have not hitherto been regarded without suspicion and alarm.

With a necessarily limited staff at the disposal of the Directors, it is impossible to lay the claims of the companies before each member of the Association, much less to make repeated calls, as has sometimes been required. It is to be hoped, therefore, that the members of the Association will not wait to be called upon, but that they will open up correspondence with the Manager with a view to contributing to the enlargement of the companies' business and resources, with all that such development means in its practical bearing on the insurance situation in Canada.

On motion of Col. Bertram, seconded by Mr. Booth, the report was adopted.

At 5:30 p.m. the meeting adjourned until Thursday, September 16th, 1909, at 10 o'clock a.m.

FOURTH BUSINESS SESSION.

THURSDAY, September 16th, 1909.

At ten o'clock a.m. the President called the meeting to order and stated that the first business on the agenda was the report of the Commercial Intelligence Committee.

Mr. W. L. Edmonds, the Chairman, presented the report as follows:

REPORT OF COMMERCIAL INTELLIGENCE COMMITTEE

THE report which the Commercial Intelligence Committee have prepared for presentation on this occasion covers only a few of the many and varied subjects that have engaged their attention during the year just closed. For much of their work there is unfortunately very little to show. No suggestion, however trifling it may appear or from whatever quarter it may have been received, is passed over by your Committee without due consideration, yet it is frequently found, only after the expenditure of much time and thought, that the idea which has been submitted is impracticable or undesirable. Of such matters all mention is omitted from the report which follows, your attention being invited only to those questions upon which action has been taken or is now recommended.

Weekly Bulletin, Department of Trade and Commerce.

In the Committee's report a year ago some fault was found with the Department of Trade and Commerce for giving so much space in its Weekly Bulletin to the publication of enquiries from British and foreign houses anxious to find purchasers or agents for their goods in Canada. It was pointed out at the time that it was hardly right that Canada's money should be used to furnish a free advertising medium to the outsider whose object was to displace Canadians in their own home market. In view of the criticism which these objections called forth, particularly from certain sections of the press which took up the cudgels in behalf of importing interests, your Committee wish to make it quite clear that at no time have they failed to recognize the right of Canadian importers to profit by the services which our Trade Commissioners are in a position to render. On the contrary they cheerfully admit that the importer, desirous of being placed in touch with new sources of supply, is on an equal footing with the exporter looking for new outlets for his goods, so far as the right to utilize the services of our Trade Commissioners is concerned. These officers are appointed to facilitate the legitimate business of Canadian citizens, and wherever and whenever they can do that they are working in the best interests of their country. But there is a vast difference between serving the needs of a Canadian who desires to find out where he can obtain a specific article for a specific purpose, and serving the needs of a foreigner who has a surplus production he wants to unload on the Canadian market. In the one case legitimate Canadian business is being facilitated; in the other case it is being disturbed. Your Committee therefore desire to state once more that in their opinion the publication of enquiries of this kind in the Weekly Report of the Department of Trade and Commerce should be discouraged.

At the same time it is recognized that to lay down a hard and fast rule against import enquiries might frequently prove very embarrassing, especially when they come through commercial organizations or from officials to whom the Commissioners are already under obligations. There must be a certain amount of reciprocity in matters of this kind, but it should not be unrestricted. The Commissioners should learn to discriminate, to exercise a reasonable amount of judgment. And it is a matter of satisfaction to your Committee to observe that as a result of their criticisms on this score, better judgment is now

being exercised, and that the more objectionable class of enquiries have almost disappeared.

In other respects it is a pleasure to bear testimony to the improvements that have taken place in the Weekly Bulletin during the past year. The average issue to-day is about six pages larger than it was a year ago. It is printed in better style and its matter is more logically arranged. More care is being exercised to supply that detailed information which alone is of practical use to exporters. The statistical data it contains regarding Canada's share in foreign markets is much more complete, while its quotations from foreign trade journals and consular reports are frequently valuable as affording an insight into trade conditions in those territories where Canada is not as yet represented.

Extension of Trade Commissioner Service.

It is also gratifying to note that the trade commissioner service has been appreciably extended since our meeting a year ago. The recommendations put forward by your Committee at that time regarding the desirability of opening up offices in Scotland and Ireland were promptly acted upon by the Department, Mr. W. G. Fischer being appointed to Glasgow, and Mr. F. A. C. Bickerdike to Belfast. Recognition of the growing importance of the South African market is shown by the appointment of a Commissioner at Durban, Natal, in the person of Mr. H. R. Poussette. The transfer of Mr. W. T. R. Preston from Japan to Holland marks the entry of the service into another new field, while Mr. E. S. Kirkpatrick's appointment to Havana, Cuba, constitutes still another welcome and needed addition to the service.

In the face of such generous treatment it may perhaps appear ungrateful to complain, yet your Committee cannot but express their regret that no steps have as yet been taken towards creating a separate Commissionership for New Zealand. However competent an officer Mr. Larke may be, it is unreasonable to expect him to do justice to Canadian interests in that quarter when he already has half of Australia to look after. The New Zealand market is an important market and rapidly growing more so. The doors to it are opened much wider to us through the preferential tariff than they are to our United States competitors. Yet the Department of Trade and Commerce persists in leaving us in comparative ignorance of trade conditions and trade opportunities there by keeping that territory under the jurisdiction of an officer who finds himself unable to visit it more frequently than once in two or three years. It is to be hoped that the Department will speedily waken to an appreciation of Canada's opportunities and its own responsibilities so far as New Zealand is concerned, and that it will not be long before it gives us the service in that quarter of which we stand so much in need.

Another field where representation of some kind cannot be much longer postponed is South America. It is true that until quite recently Canadians have manifested but little interest in the business opportunities afforded by that continent, but to-day they are beginning to inquire eagerly into the possibilities of the Argentine market with its annual foreign trade of $600,000,000; of the Brazilian market with its annual foreign trade of $500,000,000, and of the other smaller but almost equally important South American markets for the control of which Great Britain, Germany, Italy and the United States are waging commercial war. They are beginning to realize that even under existing conditions plenty of good business can still be secured; no wonder, therefore, that they should speculate upon the possibilities that might be opened up were the Government to subsidize a direct line of steamers and to cultivate those markets more assiduously. It is strongly recommended that the Department be urged to give immediate and careful consideration to the situation in South America, to the end that the foundation for a lucrative trade may be established before the control has passed into other hands.

Improving the Service.

While it will be noticed from preceding remarks that your Committee have not been backward in offering suggestions to the Department, they nevertheless welcomed the opportunity afforded them some time ago by a circular letter from the Deputy Minister, to submit a statement setting forth in concise form their ideas as to how the usefulness of the Department might be enhanced from the business man's point of view. Among other things recommended were—

(1) All appointments to the Trade Commissionership Service should be based on competency and business experience.



MR. W. L. EDMONDS
(MacLean Publishing Co.)
Chairman Commercial Intelligence Committee, 1908-9.

To this end the service should be placed under the jurisdiction of the Civil Service Commission.

(2) The Department should provide the Commissioners with literature to advertise Canada as a producing and manufacturing country. They should not expect to sit in their offices and wait for inquiries to come to them; they should travel through their respective districts and endeavor to initiate business.

(3) The Commissioners should return to Canada more frequently, so as to become posted on changing conditions here, to meet possible exporters and to lecture on the markets available in their respective districts.

(4) A line of steamers should be subsidized to sail direct from Eastern Canadian ports to Australia and New Zealand.

(5) The Department should see that all subsidized lines give Canadians fair consideration. In no case should they be allowed to charge higher rates than lines running from United States ports, nor should they be allowed to sell out space in advance to United States shippers, thus shutting out Canadians.

(6) Every possible effort should be put forth to secure preferential trade relations with parts of the Empire not now reciprocating with Canada in this respect.

Foreign Trade.

But apart altogether from any efforts your Committee may have made to stimulate export trade by suggesting improvements in the service offered through the Department of Trade and Commerce, they have continued by direct and personal means to encourage and facilitate foreign business for members of the Association.

A new edition of the Trade Index in English, French and Spanish has been printed and distributed widely but judiciously in all parts of the world to which Canada is exporting. The catalogues of individual manufacturers have been collected, sorted into sets and forwarded to each of our Trade Commissioners abroad. Foreign inquiries to the number of 680 for goods of Canadian manufacture have been published in INDUSTRIAL CANADA, and advice notes sent to 1,043 of our members, many of whom are known to have secured business thereby. Nearly 1,800 requests for the names of foreign manufacturers, foreign rates of duty, trade statistics and commercial information of various kinds have been received and satisfactorily answered. Commercial and financial reports have been secured for 27 members on 76 different foreign houses. The Translation Bureau has been used by 91 of our members, for whom a total of 672 letters have been translated either from or into a foreign language, and of these only 60 have been charged for.

It is the constant endeavor of your Committee to keep the office supplied with facilities for rendering direct and personal assistance of this kind, and members may rest assured that it will always be a pleasure to be of service.

Domestic Trade.

Similar efforts have of course been directed towards the fostering of domestic trade. Besides aiming to be in a position to answer any and all of the varied inquiries upon which members find it difficult to procure information locally, your Committee have established in INDUSTRIAL CANADA a department where particulars are given regarding new freight tariffs and classifications, steamship sailings, customs rulings, company incorporations, postal regulations and international exhibitions. They have exercised more than usual care in the distribution of the Trade Index to see that a copy is placed in the hands of the purchasing agent of every company of note from one end of Canada to the other. The experiment is now being tried of having manufacturers' catalogues suitably bound and placed on file in one of our largest public libraries, and should it be found later on that any considerable use is being made of them, steps will be taken to place them on the files of other public libraries as well.

Interchange Credit Bureau.

For the purpose of safeguarding domestic trade, and enabling members to profit by one another's experience in the matter of credits, a plan was worked out by your Committee and submitted to the Council in June for the establishment of an Interchange Credit Bureau as a regular department of Association work. For the operation of this Bureau it was proposed that members should forward every month a list of their overdue and troublesome accounts, with full particulars in each case, also a list of the customers who during the month had paid either in full or in part accounts previously reported as overdue. The information so acquired was to be classified in such a way as to enable the Bureau to answer promptly any inquiry it might receive as to the standing of any particular firm, while at the same time it was thought that facts might come to light which should immediately be placed before interested parties without waiting for them to inquire.

The whole proposition, regarding which it is unnecessary to go into details here, was carefully considered by the Council, who, while admitting that the service might be useful to small firms that had no regularly established Credit Department of their own, inclined to the opinion that work of this kind was outside the province of the Association, and that it savored too much of the black list.

The only object your Committee have in referring to the matter at all on this occasion is to report a suggestion that has since been received from the parties on whose request the subject was first gone into. Acting on the assumption that one of the fundamental principles of our Association is to enable manufacturers to co-operate one with another for the common good, to help one another in matters that would be mutually beneficial, these parties now suggest that members be asked simply to send in a list of their customers without comments of any kind. The names thus supplied could be transferred to cards on which would appear, under the name and address of each customer, the names of members of the Association who are selling him goods. Should a request then be received for information about John Jones, for example, it would be seen on reference to his card that six or seven manufacturers had had dealings with him, and these six or seven could be at once written to and asked for an opinion as to Mr. Jones' standing based on their experience with him in the matter of credits. In other words, it is suggested that reports be procured only as they are needed, and supplied only to those requesting same. Under this plan every member should derive some benefit, yet the Association would not be exposing itself in any way to a charge of persecution. Similar methods adopted some few years ago by one of the trade sections are said to have worked out fairly satisfactorily, and your Committee would be pleased to learn whether in the opinion of this meeting it would be desirable to attempt to apply them to the Association as a whole.

Revival of Made in Canada Campaign.

For some months past your Committee have realized that there exists among manufacturers a very general though perhaps not very concisely expressed feeling that advantage was not being taken as freely as it might of the natural predisposition of the average Canadian citizen to patronize home industries. INDUSTRIAL CANADA has of course kept up a more or less persistent campaign in support of the Made in Canada principle; the various Departments of the Federal and Provincial Governments, as well as public institutions all over the Dominion, have been repeatedly urged by letter to restrict their purchases as far as possible to goods of Canadian production; further, whenever the Association has learned of an important contract to be let, where the competition lay between foreign and domestic goods, those having the business to place have been strongly appealed to, other things being equal, to give the preference to Canadian materials and Canadian labor. But above all this, there seems to be a desire for something bigger and broader, something that will reach beyond Government, municipal and commercial offices to the ordinary retailer, to the professional man, to the farmer, to the fisherman, to the miner, to the mechanic, and, last but by no means least, to the housewife, and cause them to realize that goods made in Canada are generally equal and frequently superior to goods of foreign manufacture, and that it is to

their best interest to give a preference wherever possible to the home-made article.

It is with a view to meeting this desire that your Committee beg to recommend the inauguration of a "Made in Canada" campaign, to be conducted under the auspices of the Association. In this connection it is a pleasure to recall the many good results which followed from the campaign so ably carried through under the management of Mr. Watson Griffin some five or six years ago. It is not their thought, however, that the same or even similar plans should be followed in the campaign now proposed. The former was conducted almost entirely as an editorial proposition; what is now suggested is that the campaign should be conducted primarily as an advertising proposition with editorial assistance playing a secondary part.

As illustrating the idea your Committee have in mind they have set forth in the appendix to this report certain plans which they think might be followed with advantage. It will be observed that among other things they propose to have "Made in Canada" principles taught in schools throughout the Dominion by means of object lessons drawn from typical Canadian industries. They suggest that practical encouragement be given to "Made in Canada" exhibitions; that the assistance of commercial travellers be enlisted in inducing the retailers to stock with Canadian-made goods; that advertising space be contracted for in newspapers all over Canada; that lectures and moving picture entertainments be arranged for; that show rooms or "Made in Canada" stores be established in our principal cities; that information bureaus be opened at central points for the convenience of those who are anxious to patronize Canadian-made products but who do not know where to apply.

It should be clearly understood, of course, that these are suggestions only, for the purpose of indicating the feasibility of the proposition and enabling members to judge for themselves as to the benefits likely to accrue. Should this meeting see fit to approve of the inauguration of a campaign it would in no way bind the Association to accept the plans outlined in the appendix hereto, for any or all of the suggestions advanced therein might subsequently be rejected.

On this understanding your Committee would recommend that they be authorized, (1) to prepare a prospectus explaining the lines along which they think the campaign might be operated; (2) to use this prospectus in soliciting subscriptions spread over a term of years, payable only provided a requisite minimum is secured; (3) as soon as the requisite minimum is secured to call a general meeting of subscribers for the purpose of appointing a management committee and deciding upon a general plan of operation.

Tariff Reforms in Great Britain.

Early in the year your Committee were pleased to assist, in a small way, the efforts of the National Union of Conservative and Constitutional Associations of the United Kingdom, who are working hard in the cause of Imperialism and endeavoring to hasten the adoption of a Preferential Tariff by the Mother Country. Part of their programme consists in giving illustrated lectures, descriptive of colonial methods of production, packing and transportation, the idea being that in this way the British consumer might be persuaded that he could with advantage replace goods and provisions he is now buying in foreign countries with goods and provisions of colonial origin. In response to their request for some Canadian views suitable for this purpose, your Committee caused an announcement to be inserted in the November Bulletin inviting members to aid the movement by supplying photographs. Unfortunately very few accepted the invitation, but such photographs as were submitted were in due course forwarded to London. It is to be regretted that the opportunity thus afforded of doing some valuable missionary work at practically no cost was not more generally taken advantage of.

West Indian Preference.

As a result of enquiries set on foot by your Committee it is learned that all through the British West Indies, excepting possibly Jamaica, there is a growing sentiment in favor of closer trade relations with Canada. In Jamaica the situation is rather complicated, for whatever her natural inclinations might be she finds herself wholly dependent upon the big consuming centres of the Eastern States for a market for her fruit, which is her chief product, and she would probably hesitate to accord any tariff preferences to Canada lest the United



MR. STANLEY PETTIT
(Delany and Pettit)
Chairman Commercial Intelligence Committee, 1909-10.

States retaliate by discriminating in favor of Cuban fruit. Through the Leeward and Windward Islands, however, as well as in British Guiana, no such dependency exists. It so happens that their trade is drifting more and more into the hands of the United States, that being their nearest market and the steamship service being of the best, but Imperial sentiment runs high among the Islanders and they would gladly welcome a trade arrangement that would put an end to their drifting and anchor them effectively and permanently as a part of the Empire. The West Indies and Canada are so totally different as regards articles of production, each requiring what the other is in a position to supply, that it would appear highly advantageous to both sides to enter into some kind of trade arrangement. This your Committee believe the Canadian Government already appreciate, but apparently they have held back until all the Islands were ready to proceed with the negotiations. As the situation in Jamaica promises to be a stumbling block for some time to come, it was decided a few months ago, with the approval of the Council, to memorialize the Government requesting that negotiations be opened up immediately with all Islands that were known to be favorably disposed.

Other Tariff Matters.

The Australian Preference is apparently as far off as ever. No advances seem to have been made during the year by either side looking to the renewal of negotiations. The political situation in Australia is known to be very uncertain, and until things become more settled it seems useless to hope for any progress.

Announcement is made that both the French Houses have at length given their assent to the revised Franco-Canadian Treaty. Its provisions are said to differ only slightly from those contained in the first draft submitted to Parliament, regarding which your Committee had some comments to offer a year ago, so that there is little occasion for any further remarks at this time. Anticipating the date when the Treaty will become effective, the representatives of French houses dealing in silks, fancy goods and toilet articles are already said to be vigorously canvassing for trade in this country. Whether Canadian houses are taking similar steps to secure business in France, your Committee are unable to state. One of the great advantages Canada was expecting to derive from the Treaty was the market it would give her for the sale of agricultural implements, but it would now appear that the very high inland freight rates from French Atlantic ports, where the subsidized line will call, to the South of France and to Algeria, where the big market is to be had, will completely nullify the tariff advantage when compared with the favorable rates obtainable by United States houses via the direct line from New York to Marseilles and Algiers.

As regards the probability of a tariff treaty being negotiated with Germany, rumor has it that such a step is still under contemplation. That Germany is anxious to remove the disabilities under which she is at present laboring in this market goes without saying, but the general feeling among Canadian manufacturers seems to be against any remission of the surtax. This feeling has of late been strengthened by reason of the strong anti-German sentiment manifested in England, and from an Imperial point of view, it would certainly be unfortunate if at this juncture Canada were to strengthen the hands of Britain's most dreaded commercial rival by granting concessions which would be the means of transferring to that rival trade which is now being enjoyed by the Mother Country.

British Patent Act.

In the Committee's report a year ago attention was drawn to the compulsory working clauses of the new British Patent Act. From enquiries which shortly afterwards began to come in, it became apparent that a large number of Canadian patent holders were going to be affected, and with the idea that in some way these people might be protected without fulfilling all the conditions exacted of a foreigner, your Committee suggested to the Executive Council that perhaps negotiations might be opened up between the Governments of the two countries looking to the adoption of some reciprocal preferential arrangement in the working of patents.

From Canada's point of view the proposal seemed to have many points of advantage, for in addition to certain arduous conditions from which our patent holders might at once be relieved, it would undoubtedly tend to encourage the manufacture in Canada of United States patents registered in the United Kingdom. Furthermore, while opening to Canadian patentees a market of 45,000,000 people it would only open to British patentees a market on this side of 7,000,000. The advantages therefore seemed to outweigh the disadvantages. In the opinion of the Council, however, it was regarded as unsafe to make any such representations to the Government without first ascertaining by a thorough canvass of the membership the views of all manufacturers likely to be affected. This your Committee have found it inexpedient to do, so the matter has been temporarily allowed to drop. Meanwhile it is worthy of note that a treaty of mutual exemption from the working of patents has been agreed to by Germany and the United States.

Income Tax in the United Kingdom.

In December last your Committee thought well to call attention to a somewhat peculiar application of the income tax in the United Kingdom whereby Canadian manufacturers exporting to the Mother Country were likely to be affected. The Inland Revenue Department (London) includes as persons liable to income tax all those, not resident within the United Kingdom, whether subjects of His Majesty or not, who derive income from property, trade or employment in the United Kingdom. In consequence of this provision numerous agents of colonial and foreign firms have been called upon to disclose the profits which they and the firms they represent are making on business transacted in the United Kingdom. Apparently no effort is made to collect the tax from colonial and foreign firms direct; the procedure is rather to hold the local agent responsible on the supposition that he will charge it back to his principals. It is claimed by some that under the Act a foreign firm selling direct to a customer in the United Kingdom is liable to income tax on the profits of each transaction. On the face of it this seems absurd and unenforceable. Yet there is no reason why the Government should not make an arbitrary appraisal of the profits accruing to the shipper on every importation, and then hold the consignee responsible for the payment of the tax on these profits.

It is worthy of note that efforts to collect a similar tax are now being made by New Zealand. A statute recently enacted requires all foreigners to pay an income tax of 5 per cent. on the net profits of sales effected in that country without the intervention of a resident agent. Presumably it is the intention to coerce the foreigner into paying the tax by threats of exclusion or discrimination of some sort when subsequent shipments are entered at Customs.

It is recognized that it would be outside the province of the Association to take action in a matter of this kind, but still it is felt that the facts should be known.

Postal Affairs.

Representations were made to the Postmaster-General last fall asking for the establishment at the earliest possible date of a direct parcel post service between Canada and Mexico. At present all parcels post for Mexico are routed via England unless advantage is taken of the expedient to mail them to a United States postmaster with a request to forward, thus involving double postage. It is gratifying to be able to report that a convention covering a direct service has now been signed and ratified and will likely go into effect about October 1st.

Representations have also been made to the postmasters in the principal cities throughout Canada looking to the improvement of the monthly guides they are accustomed to issue. In some of these guides the information supplied is more extensive and better arranged than in others, so your Committee took it upon themselves to suggest that all guides should show (1) the routes by which the various mails enter and leave the city, (2) an alphabetical list of the principal articles of merchandise mailable by parcel post, (3) the ports of call and destination of each mail steamer leaving New York. They also recommended as far as practicable the use of larger type in printing the guides.

Seventh Congress, Chambers of Commerce.

At the Seventh Congress of Chambers of Commerce of the Empire, now in session at Sydney, Australia, the Association is being represented by Mr. Harry Cockshutt, of Brantford, and

Mr. R. H. Alexander, of Vancouver. Through these gentlemen the Association will present for consideration two resolutions, as follows:

Imperial Preferential Trade.

Whereas, Resolutions adopted in recent years by important commercial bodies throughout the British Empire have declared their belief that mutual preferential trade measures between the component parts will effectually promote the unity and prosperity of the Empire, and

Whereas, This belief is strengthened by the conditions existing in international trade competition by the growth of the British Dominions as producing and consuming powers, and by their need for further development,

Therefore be it Resolved, That this Seventh Congress of Chambers of Commerce of the Empire urges upon His Majesty's Governments in the United Kingdom, and in all British Dominions, the advisability of arranging at an early date, to their mutual benefit and satisfaction, reciprocal trade measures with the other portions of the Empire.

Weights, Measures and Currency.

That Whereas, With the progress of industry and the development of trade throughout the world, the establishment of uniform systems of weights and measures and currency becomes more and more desirable and necessary.

Therefore be it Resolved, That this Seventh Congress of Chambers of Commerce of the Empire recommends the appointment by the Imperial Government of a Royal Commission, who shall investigate and if possible recommend uniform systems of weights and measures, and currency, to be adopted throughout the British Empire.

These resolutions were prepared under the direction of a special committee, and are reported here only as a matter of convenience.

Respectfully submitted on behalf of the Committee.

W. L. Edmonds, *Chairman.* G. M. Murray, *Secretary.*

APPENDIX.

Made-in-Canada Campaign.

In reviving the old Made in Canada campaign, one of the first points to be borne in mind is that some provision should be made for keeping it going on a permanent basis. To make a big show for a time, and then drop the work altogether, may do some good, but it seems more reasonable to suppose that a smaller amount of effort carried on persistently will, in the end, produce better results.

Schools.

For this reason it would appear to be the part of wisdom to begin at the very foundation and try to arrange for the teaching of the Made in Canada principle in public and separate schools throughout the Dominion. This could very well be done by means of object lessons illustrative of typical Canadian industries. For example, a lesson on woollens might commence with a sample of the raw, unwashed wool, and carry the pupil by easy stages through the operations of washing, carding, spinning, dyeing and weaving, appropriate samples of material being available for examination at each of these stages. Other industries, such as milling, woodworking, iron and steel, etc., could be similarly treated. The purpose of all this would be to induce the pupil to take an intelligent interest in the things he eats, wears and uses. To ensure something like uniformity and continuity of instruction, as well as to refresh the pupils' memories, the series of lessons might be combined into a simple text-book on Canadian industries, copies of which might be placed in school libraries all over the country.

Lessons of this kind would be so absorbingly interesting to the pupils, and would at the same time be the means of imparting such useful information, that it is inconceivable there would be any serious objection to them from those who are directing our educational policy. Yet because of the close association between the Made in Canada idea and the sentiments of loyalty and patriotism, which it is the duty of our schools to encourage, it should be a comparatively easy matter in this way to lay the foundation in the minds of the rising



MR. R. A. ROBERTSON
(Robert Duncan & Co.)
Who Presided at the Smoker at the Royal Hamilton Yacht Club.

generation for a strong sentimental discrimination in favor of the products of their own country.

Exhibitions.

Made in Canada exhibitions have been held spasmodically at different places for a number of years past, but they have been entirely due to the initiative of a few patriotic and enterprising people whose sphere of operations did not extend beyond their own town. There are still a great many places of a size that would warrant them doing so that have never yet held a Made in Canada Exhibition, and it seems quite practicable, under the management of an energetic central committee, to induce all fair-sized towns from one end of Canada to the other to take up a scheme of this kind in rotation. As the nucleus of a display that would ensure the success of each and every exhibition, an exhibit might be grouped and designed consisting of the products of those firms contributing to the campaign fund. As it would be distinctly understood that it was for display purposes only, and indirectly to lead up to the upbuilding of Canadian industries, it might be possible

to arrange with the railway companies for the free transportation of this exhibit from place to place. In addition to this offer of a display from the central committee, manufacturers might individually offer encouragement to local committees by donating prizes.

Shop Windows.

In Australia a successful beginning has been made in persuading shopkeepers, during the days of their local fair, to dress their windows exclusively with Australian-made goods. Many a town throughout Canada has its Fall Fair for one, two, or three days, and there seems no reason why Canadian shopkeepers could not be persuaded to take up a suggestion of this kind. While conditions might vary from place to place, it would seem safe to divide retail stores up into groups, and offer one prize for a window dressed with dry goods, another for groceries, another for furniture, etc. Incidentally this would be a good thing for the manufacturers of display fixtures, who might thereby be induced to subscribe to the campaign fund. Advantage would, of course, be taken of occasions like this to supply competing shopkeepers with cards suitably designed and bearing the legend "Made in Canada."

Cards and Stickers.

This leads to another point, that is, the designing of a new Made in Canada card. While the old one was handsome in a way, it has now almost worn itself out. Something new would probably be taken up with a good deal of enthusiasm if distributed at the bare cost of production. The sticker idea might be resurrected in the same way.

Labels.

Following this idea up, another suggestion arises which, while it may be open to criticism on the ground that it savours too much of the label of trade unionism, has nevertheless some points of advantage. It is that all manufacturers using Canadian materials and Canadian labor should be asked to adopt on their goods some kind of uniform emblem. By reason of the variety of products to which this emblem would be attached, it would necessarily have to take different forms. In the case of package goods it could be printed on the package. For fabrics a label would probably be required. On articles of wood a stencil could be used or a tin label attached, while in the case of metal goods an impression would have to be made with a steel die. The idea is that in all these cases there should either be a uniform wording or an emblem that would be easily recognized, and which would at once stamp the article in the eyes of the public as one which was essentially Made in Canada.

Guarantee List.

These labels might perhaps be of two designs, or some of them might have an additional mark on them to indicate that the goods to which they were attached were guaranteed by the manufacturer. All manufacturers might not be willing to do this, but those making a first-class article would, no doubt, help the sale of their goods very materially if they would allow it to be advertised that their goods were covered by a guarantee, and that any which proved unsatisfactory by reason of defective material or workmanship would be replaced by the storekeeper from whom they were purchased. A big feature could be made of this in an advertising campaign.

Made-in-Canada Stores.

It might frequently be practicable, particularly in the larger centres of population, for a few manufacturers to go in together and pool expenses for the maintenance of a Made in Canada store. For example, there are quite a number who might join forces in equipping a men's furnishing store, others a grocery store, others a hardware store, etc. If it was feared that this might be regarded as unfair competition by the retailers, arrangements could be made with a retailer already in business to handle exclusively Canadian lines. The public could then be invited to patronize this store on the assurance that everything it contained was Canadian made.

If retailers were still inclined to resent this kind of competition, the manufacturers might confine themselves to the maintenance of a joint showroom, where no goods would be sold, but where people would be invited to enter and look over samples, and where they would be told of the nearest retailer who handled the lines to which they might take a fancy. The point in this is that there are many people who would unquestionably be appealed to by an advertising campaign, and who would make up their minds to confine their purchases, as far as possible, to Canadian-made goods, but they do not know which retailers handle Canadian lines, and without some central store or sample room they might waste a great deal of time in looking around.

Display Advertising.

One of the big features of the whole campaign would appear to be display advertising. Contracts should be made with leading papers in all parts of Canada. The preparation of copy should be in the hands of expert advertising men, who would present it in bright, attractive form that would ensure its being read. A liberal use of illustrations would contribute to this end. There are scores of arguments which might be used to appeal to farmers, working men, professional men, business men, etc., and which, in the hands of experienced writers, could be presented in a way that would not fail to produce results.

Information Bureau.

To make the advertising really effective, some provision must be made for taking care of the purchaser as soon as his sympathies have been won over. He wants to buy certain articles of Canadian manufacture, but he does not know where to obtain them. The advertising should invite him to make his wants known to some central information bureau, where he would be given the names of parties by whom the goods were made, and also the names of local dealers through whom such goods might be secured. To facilitate the supplying of information of this kind it would be necessary to keep up-to-date classified lists of all goods of Canadian manufacture in some of the principal cities like Halifax, St. John, Montreal, Toronto, Winnipeg, Vancouver, etc.

Editorial Support.

Papers to which contracts were given for this kind of advertising could not very well refuse to advocate the idea in their editorial columns. To ensure these editorials being weighty enough to produce an effect, manufacturers should have in their employ an editor who would not exactly write editorials for the various papers, but who would furnish them with suggestions as to how the subject might be treated. In some cases it might be in order for him to write the editorials in their entirety and send them along to the newspaper editors, but most of the latter prefer to put their own individuality into anything which appears in their paper. They do not object, however, to having their work made light for them by the presentation of outlines, and if worked in this way there is every reason to believe that the editorial support of newspapers from one end of the country to the other could be secured.

Resolutions.

To give point to these editorials, to make them topical as it were, a watch might be kept over all important meetings of Boards of Trade, labor organizations, teachers' associations, etc., and an effort made to have them pass resolutions supporting the Made in Canada principle. This would then be the local editor's cue to touch upon the subject once more, and to utilize one of the outlined editorials which had previously been supplied him.

Lectures.

In the United States there are various associations with a cause to promote that have engaged the services of first-class lecturers, who have gone about the country delivering their lectures free of charge under the auspices of recognized local institutions, and who have thus succeeded in reaching the ear of a fairly representative class of citizens. The possibility of preparing an address on the Made in Canada idea that would be truly interesting and enjoyable is such that, if handled by a clever speaker, it should become very popular. A competent man should be able to get the entree to every Canadian club from one end of Canada to the other, as well as to other associations that would give him the class of audience he wishes to reach. On each occasion the local newspapers could be induced to give the lecture some publicity, and in this way reach others who had not the privilege of hearing the address. The same man, or perhaps a different speaker who could mix better with working men, might, with the permission of factory superintendents, give short talks during working hours to factory employees, for by pointing out to these employees the practical advantage of patronizing home industries, thus furnishing work for their fellow-employees, it could be clearly demonstrated to them that they were taking the best possible means of securing the permanence of their own employment. The published reports of these lectures would again furnish local editors with a cue for another leader.

Commercial Travellers.

The importance of getting commercial travellers to work for the idea should not be overlooked. They could be a powerful force in inducing the retailers to handle Canadian-made goods if their support could only be enlisted. They should be schooled to use the Made in Canada argument every time they noticed an inclination on the part of the buyer to give the preference to imported goods. Every manufacturing firm should instruct its travellers in this regard, and a small booklet of arguments, expressed concisely and in striking form, might be prepared and distributed gratis among them.

Moving Pictures.

It might be possible to have films prepared showing processes of manufacture in a number of typical Canadian industries. Exhibits of this kind have always been a great attraction at the Toronto Fair, and there seems no reason why they should not be equally attractive as moving pictures. A large section of the public must be more or less bored by the excessive amount of burlesque shown with moving picture machines, and would undoubtedly welcome a change to views which would interest and instruct at the same time. If advantage were taken of the opportunity to impress upon the audience the fact that the picture on the curtain was one of a Canadian factory, it would promote feelings of pride in our home industries which could not but work out to mutual advantage.

Finances.

The only possible way to finance the idea would seem to be by opening a subscription list, the same as was done in connection with the last Made in Canada campaign. It should, however, provide for payments over a longer term, say five years instead of three, so as to allow for greater continuity of operation. For the last campaign a solicitor was appointed to canvass for subscriptions on a commission basis. In some cases he no doubt earned his money, but it must frequently have come with very little effort. If a prospectus were drawn up setting forth the lines along which it was proposed to operate, giving the names of some prominent people who had endorsed the idea, stating that all subscriptions were conditional upon a minimum amount being subscribed, and further stating that as soon as the amount was subscribed a general meeting would be called of the subscribers to appoint a Management Committee and to define its lines of policy, there seems good reason to believe that the requisite amount could be raised without having to pay a canvasser's commission. The prospectus might, in the first place, be sent to someone like Sir Wilfrid Laurier, coupled with a request for an expression of his opinion thereon, and a copy of his letter, if favorable, might be attached to the prospectus when it was being sent out. In this way it would at once attract attention, and very likely be read.



MR. ARTHUR F. HATCH
(Canada Steel Goods Co.)
Chairman Banquet Committee

Management.

A small committee of say five might be delegated to superintend the entire campaign. Their executive officer should be a capable business man, preferably one with experience in advertising. Under him there should be an editorial writer, whose work could be supervised by a sub-committee of two or three. Members of the committee, who would meet at regular intervals, could be paid a small fee for their services, for they would then feel their responsibilities more, and probably give more careful thought to their work than if their position was only honorary.

Mr. Edmonds read clauses re "Weekly Bulletin," "Extension of Trade Commissioner Service" and "Improving the Service."

Mr. Moffatt: One of the main features of our Convention has been these excellent reports. One of the gentlemen yesterday wanted to get a leaflet showing what the Association has been doing in order to get in more members. Gentlemen, it is right here. I have been reading this report before we came here, and I think it is particularly gratifying to notice that the Committee's efforts to extend and improve the Trade Commissioner Service have been appreciated by the Government.

Finding New Markets.

Our firm, like other firms in the stove business, can make more than we can sell, and we have been looking into what we can do in foreign fields. Your Committee, and the Association in general, and also the Deputy Minister, have given us the situation, and now I for one am able to form a very fair opinion of just how far we can go in introducing our goods in the South African, Australian and Chinese markets. I have gone into the conditions and requirements of these countries, and I believe under certain conditions the Canadians can improve their trade to a great extent.

Mr. Saunders: Mr. President and gentlemen, the report mentioned the matter of the subsidizing of a line to Australia and New Zealand. We have at present in our country one of the finest systems of railroads in the world, the C.P.R. We have also projected two other continental lines, the Grand Trunk Pacific and the Canadian Northern, with terminals on the Pacific Coast. I think this Association should take some steps to approach these roads with the idea of facilitating shipments to Australia, New Zealand, China and Japan, and other eastern countries, and get a freight rate that will enable us to compete successfully with the merchants that ship by New York. My own experience has been that shipments by the Vancouver route have been much more advantageous to me than by New York. I think this is an opportune time for the Association to take some steps to approach the railroads in order to facilitate shipments by those lines already in operation and by those in projection. I think great benefit could be derived from that course. As these roads are already established it would require no subsidy on the part of the Government to establish the trade in that way.

Mr. Edmonds read clause re "Foreign Trade."

Mr. Robins: Mr. President, we have had a good deal of discussion here as to charging for various services. There is an item there which I think should certainly be charged for, the translation of 672 letters. We have up with us a business that covers the entire world, and we have a great deal of translating to do; we do not keep a foreign correspondent, and we pay 50 cents a letter, and we don't think it is unreasonable. If the Association is to be burdened with all sorts of work of this sort, it is no wonder to me if our revenue is a little bit on the small side. I don't think we ought to be doing this sort of thing. It doesn't seem to me right that the members who get services worthy of payment should call on the Association and put the Association to the expense without paying anything for it.

Mr. Edmonds read clauses re "Domestic Trade" and "Interchange Credit Bureau."

Would Curtail Association's Activities.

Mr. Robins: It seems to me that this Association is getting altogether outside of the lines for what it was intended, and outside of the lines for which it is adapted. I am a little bit surprised that we are drifting in that direction. This is an age of specialization. We have commercial agencies in this country, and if they can't get this sort of information cheaper and better than this Association can get it, then it is a very great surprise to me. We can't expect that this Association, or any other association, is going to do everything on earth for us; we might as well expect this Association to hunt up coachmen for us for our domestic service. It seems to me this Association is troubling itself by taking up a whole lot of detail which is unprofitable and is interfering with the efficiency of the Organization, and as an Association I think we should cut out all this sort of thing.

The President: I think the remarks of Mr. Robins will be agreed to by practically every man in the room. Don't you think we ought to put a motion on the minutes to settle that matter?

Mr. Robins: I will move in general terms that the Association should desist from all such detail as is mentioned in that report, everything of that kind. I think that will cover it broadly enough.

Mr. Murray: I would second that.

Mr. Edmonds: I would suggest that Mr. Robins make his motion more specific. By that motion you would tie the Association up and prevent the Committee from discussing a great many matters of importance to the Association.

Mr. Lees: I would move, Mr. Chairman, that in the opinion of this meeting it is not desirable to establish an Interchange Credit Bureau as a department of the Association.

Mr. J. P. Murray: In seconding Mr. Robin's motion, I think it can be worded in a very few words to cover exactly what we all wish, that is, that no individual work shall be done for any firm that does not involve a principle, unless it is specially settled for on a financial basis to the benefit of the Association.

Mr. Roden: I have pleasure in seconding Mr. Lees' motion. I think it would be a very dangerous thing for any meeting of this kind to say what should or should not be done on principle.

Mr. Burton: I think we have got to deal with this in the same way as we have with any business. I think it is a very wise thing. The Committee do the best they can under the circumstances, and they report that to the Convention, and the Convention passes upon it. In this instance the Convention thinks it is best to leave that out, and we say so, and it is done with.

Mr. Davis: I quite agree it is very difficult to draw the line as to just where useful work for the members of the Association can and ought to be done and where we should stop trying to do it. I quite agree that, as far as commercial agencies can do that work, we ought to take advantage of them and pay for it. But, may I suggest that in dealing with these foreign countries—that is what I understand this report refers to—there is more than the financial standing of firms to consider. I could give you one case in our own business to show the principle. This firm was rated as high and good financially, but not the class of people it was safe to do business with at long range. If you can get information on that point which you could get through this method suggested in this report, that would be very valuable, and you couldn't get that through ordinary commercial agencies.

Mr. Saunders: I am of the opinion that Mr. Robins is, that we should have our Officials take up work that involves the principles of our Association. I don't want to be debarred from the privilege of referring to our expert in tariff matters or our expert in insurance if I want information as to that. But these matters are large matters and involve principles which are of benefit to the Association. But there are matters stated in this report which involve simple clerical work. I think we make a mistake if we relegate to our people, whom we pay salaries to, details that we can very well do in our own offices. I think the motion by Mr. Lees is very well in not absolutely barring the Commercial Intelligence Committee from taking up sugestions on general principles, but the small matters of detail are what we want to avoid.

Mr. Stanley: As a member of the Commercial Intelligence Committee, I want to say something on this point. There was one motion made, which was very broad, which would almost kill the work of the Committee in many of its detailed investigations. The motion by Mr. Lees is perhaps more definite and might be perhaps considered and treated on that basis. In connection with the Translation Department, we have not taxed our Secretary in any way with the detail work. A small amount has been paid to an expert for that work. When we consider we have had 672 letters handled and translated at an expense to the Association of $6.61, it is a small thing to cavil at. $6.61 has been paid out of our funds to translate these letters. The translation work has not been the work of our officials at all.

The President put Mr. Lees' amendment, which on a vote having been taken, was declared carried.

Mr. Edmonds read clause re "Revival of Made in Canada Campaign."

Approves Made in Canada Campaign.

Senator Rolland: It is with pleasure I approve of the "Revival of the Made in Canada Campaign." I believe every manufacturer should help in this movement and make better known the goods made in this country. We must commence that work at home and extend it all over the Dominion.

The President: That is a very important feature of the report, gentlemen; I think you should give it some consideration.

Mr. Gourlay: I would ask for information in connection with this "Made in Canada Campaign." Has the Committee given attention to some method by which the Canadian made goods or Canadian made products shipped through United States points of embarkation should be classified and labelled and made known to the world as being Canadian and not United States made goods?

Mr. Edmonds: Mr. Chairman, in reply to Mr. Gourlay, I would like to say that the Committee has not considered that point. The Committee has not gone into the details to any great extent for the simple reason that we believe that if this Association endorses the suggestion, then the Committee which is subsequently appointed can carry out all matters of detail of that kind.

Mr. Booth: There is an Institution in which we are all largely interested, which may be more largely taken advantage of. I refer to the Toronto Exhibition Association. We have twelve members on that Association, and the management of the industrial portion of that large Fair is largely in the control in that way of this Association. Now, I do not think that as many of us take advantage of exhibiting our goods there as should. In looking through the Fair this last year I only noticed two classes of exhibits that really properly showed the output of Canadian manufacturers, and those were musical instruments and stoves. I feel satisfied there has never been such an exhibit of stoves made there as this year. I am sure if all our members were to exhibit at the Toronto Fair, our buildings would not hold the exhibits. It occurred to me that we might have a building erected on the ground where we might send samples and models and put them up in a small space, and in that way we might have a couple of thousand exhibits, and I think with each manufacturer's name on these exhibits we could show in a pretty large way the product of Canadian manufacturers, and I think it would be very effective. I don't know whether it is feasible, but I am satisfied if more would take advantage of exhibiting their goods we would give a larger impression to our visitors.

Considers Plan Impracticable.

Mr. Robins: I take no second place to any man in my love of and loyalty to this country, but I am wondering where this proposition is going to lead, and I am wondering whether it is not a proposition to take the place of the individual manufacturer. A campaign to have the slightest effectiveness would take an enormous amount of money. Those who have conducted any extensive advertising campaign know that it is a matter of very large expenditure. It is not one article we are dealing with, but all the manufactures of this country, and unless you can see your way, assuming that the scheme in itself is meritorious, to have the handling of $100,000 or $200,000 a year for this purpose, you will do no good. That is my idea. As to the expenditure, it is a huge proposition financially. As to its merits, it seems to me we are rather scattering ourselves again. If I want my goods to have the preference in this country, I must put the merit in the goods; I must bring the goods to the attention of the consuming public; I can't expect anybody else to do it. Take these propositions here in detail. In the first place we are to begin with the school children. Mr. President, I don't want to say anything that would injure the feelings of the gentlemen who have worked so hard on that Committee, because I have lots of respect for all our Committees, and I have a great feeling of gratitude towards them for the work they do, but can you imagine anything in a business way coming out of that sort of proposition, to be talking to our children in the schools about the advantages of "Made in Canada" goods? They are not buying goods; when the time comes that they are buying them, they will want to buy what suits them, and they will then be grown up people. I think that part of it, to begin with, is not very well considered. Take all these details, it all seems to me to be an attempt to take over the duty of the individual manufacturer. There is this proposition to get the commercial travellers to recommend Canadian goods. The condition in my own business is that the distributing trade in our line of business in Canada make no money on distributing Canadian made spirits because of the foolish competition that prevails in this country; and our customers tell us that their only hope of making any money in the liquor business is to sell some imported goods. When a man sells a bill of our goods he tries to put in a quarter cask of brandy and make his profits on that, because if he sold our goods alone he would make no money. It is no use going to a traveller and asking him to recommend Canadian made goods. He is working for his house, and he is going to try to sell the goods for his house that yield the most money. It seems to me this is too big a proposition and too indefinite and too hopeless a proposition for this institution to take up. It needs a huge expenditure. I know something about it. I have been handling a pretty large advertising campaign for the last twenty-one years. But when you come out on this general proposition there is no good to talk about "Made in Canada" goods if you are dealing in boots and shoes and they are not as good as other goods. It is all a matter with ourselves.

Mr. J. P. Murray: If I have a proper conception of the object of the Convention, it is not to knock down the suggestions made by the Committees that come before us in our reports, but if, in our judgment, we have a suggestion that strikes any one of us as good enough to offer, then I think it is our duty to do it. I think in connection with this "Made in Canada" propaganda—I feel I have a right to say something on it, as I have been a pretty strong advocate of this proposition since 1894—if we adopt the suggestion whereby we can educate the children of our schools to accept the "Made in Canada" proposition, we will very soon have an influence so broad from one end of Canada to the other that it will have its effect on the parents in the buying of goods. If we can arrange to have some kind of placard or notice distributed in our schools suggesting to the children that they wear Canadian goods, that they buy Canadian goods, our children are all Canadians, enthusiastic Canadians, and I think the influence they will have throughout the country wherever they go will be an education in itself.

Show Process of Manufacture.

In connection with the Exhibition held in Toronto, I want to say that in 1893 I had the privilege of exhibiting the first process I think that was ever introduced there, and in 1903 the Exhibition management took it up and established a building, and what has been done in six years in that building has done more for the "Made in Canada" idea than I think the rest of the Exhibition has done together; and if our manufacturers will get to work and make arrangements with the management to show their goods in the process of manufacture, I think it will go a long way towards educating the people of Canada to the knowledge that goods are made in Canada and made as well as they are made in any country of the world. Some of us may not be able to exhibit hand to mouth goods being made there, but there are many other different lines that could take advantage of the facilities offered by the Exhibition management, and that part of it I think should be encouraged.

Mr. Sparks: As regards this matter, it is more or less a sentimental campaign. I think we have had some experience in matters not exactly like this, but similar enough to give us an object lesson. There is a thing well known to the whole of us, and that is the Union Label. I am a manufacturer of overalls and shirts, which are used very extensively by the labor men. We are not putting a Union Label on it, but we find we can sell overalls, if we make good ones, and we can sell them to union men. This is a sentimental question as far as my observation goes, and does not amount to anything. I question in this hall, if an analysis was taken of the suits of clothes that are worn by the gentlemen here, whether a great many of them we would find were not made in Scotland or England. While it is very well to talk on the sentimental question of encouraging Canadian industries, everyone of us will buy where we can buy cheapest and best. Another branch of our business is the manufacture of ladies' wear; we make ladies' silk waists. I don't think anybody would be bold enough to say if I put up one waist made in the United States and another made in Canada and tried to induce a lady to buy the one made in Canada because it was made in Canada, that she would take it on that account. I think it would be entirely futile. I think she would buy the one she is going to look the best in. The fundamental question is, make good goods and let them stand on their merits, and that is the best way of introducing Canadian made goods.

However, there is another point that may be taken up in connection with this campaign. I think it would be very difficult to reach the consumer directly, but I think something might be done in the way of reaching the buyers. In the drygoods business there is a great deal of importing. There are a great many buyers in the drygoods houses that are going across to England for the trip, and a great many go to New York for the trip; and I think if representations were made to some of the heads of the firms, and if you could impress one man buying for a departmental store that he should encourage Canadian industries, it would be the same as impressing 10,000 individuals. If these buyers could be worked upon to appreciate the fact that they should give us fair treatment, I think some progress might be made in that way; but as far as impressing the public about buying something on the ground that it is made in Canada, it is something we ourselves don't do. I don't think any man in business allows the sentimental question to enter into it.

Sentiment in Business.

Mr. McNaught: I agree very largely with what Mr. Robins has said about the individual being responsible for pressing his own goods. At the same time I am heartily in sympathy with the "Made in Canada" propaganda. I believe sentiment cuts quite a large figure, and if we can get the sentiment of Canadians with the Canadian instead of foreign manufacture, we will have accomplished a very great deal indeed. Reference has been made to the work of the "Made in Canada Campaign." I may be permitted to say a few words with regard to what was done, and it may serve as a guide as to what may be done with a thing of this kind. A few years ago the members of this Association subscribed some $50,000 for the "Made in Canada Campaign." That fund was placed in the hands of trustees who were asked to spend it in the way they thought best in the interests of the campaign, with two distinct objects; one was to impress upon the people of Canada the advisability of protecting Canadian industries, the other was that goods made in Canada were as good if not better than goods made anywhere else. In furtherance of that proposition there were several lines of work entered upon; one was editorial work. We got editorial articles written up in regard to Canadian goods and published in the papers all over the country. We did get the sympathy of the journalists from one end of Canada to the other, in showing the advantage of buying goods made in Canada. On those lines we proceeded. Then we got out, as you remember, for all the Exhibitions in Canada a "Made in Canada" card. Those were distributed all over Canada where there was an Exhibition, and manufacturers were asked to place this card on their exhibits. I well remember the first year they were placed in the Toronto Exhibition, a very beautiful card in gold and green, and the effect upon the visitors was very marked indeed. People began to see that the goods made in Canada were as good in finish and as beautiful in design as goods made in foreign countries.

I was down in Philadelphia a couple of years ago, and I went through the large store of John Wannamaker there, and he had an exhibition of his own. Every article in his store was labelled with a card showing whether it was made in the United States or in foreign countries. Those made in the United States had a flag on, and the others had a ship, showing they came from abroad, and to my astonishment. I found that 75 per cent. of all the goods in that large store were made in the United States. Our people are just beginning to find out from our exhibitions and otherwise the vast amount of goods made in Canada. Personally I must say I am absolutely astonished myself when I go through the Exhibition to see the new lines that are made in Canada year by year, goods I never had any idea were made in this country, and the quality and design are equal to those from abroad.

Then we adopted another thing, and that was a stamp which we distributed all over Canada advocating the buying of goods made in Canada, and if you cannot get what you want in Canada then buy from Great Britain or some British country in preference to buying foreign goods.

Another feature which was, I think, very important, was the formation of an Industrial League all over Canada. Our Secretary went from town to town establishing these leagues, and the members signed the pledge that they would buy Canadian goods instead of foreign goods. In those leagues I think we got in the neighborhood of 30,000 members who pledged themselves not only to buy Canadian goods, but to support by their vote and influence the election of members to Parliament who would stand for the protection of Canadian industries. Work along those lines I think is not only in the right direction, but will do good, not only to the individual manufacturer, but to the Dominion of Canada as a whole. I believe if we could organize again on new and better lines we could do good work; and in reading over the appendix in this report I think there is an excuse for very fine work in those suggestions, and I think if this Committee was appointed and would report back we would proceed to do something as soon as possible.

Mr. C. R. McCullough: I know in taking the youngster whom I take down once a year to see the Exhibition, the place he wishes to go to and stay is, or usually is, the

Process Building, and there is an education for the youngster. Touching upon the proposition of Mr. Murray to put placards in the schools and use it as a means of advertising, that is impracticable, for the simple reason that if this Association sought to do that, all sorts of private enterprises would be seeking the school rooms to advertise their goods. I would suggest to the Association that this Association in some manner make an Exhibit in Toronto or other Exhibitions throughout Canada of what this Association stands for. For instance, give in tabulated form the detail of the amount of capital invested, the number of men employed, and so on, and broadly set out what this campaign stands for.

A Practical Suggestion.

Now, to come home, there is a firm in town here, a retailing firm, that every year holds an Exhibition of Hamilton-made goods, and passing down James Street north you will go on the right hand side, and in Stanley Mills window you will see an exhibit of forty-one of the manufactories of Hamilton, a hardware exhibit. This Committee could well take up such a suggestion. Everybody in Hamilton goes to that Exhibition every spring to see Hamilton-made goods of all kinds. We are building up a sentiment in this town favorable to manufactures of this kind which were not really known by the citizens of this city till this exhibition. If you in Toronto, Montreal, Quebec, and the various other manufacturing cities of Canada would arrange for and engage some good bright retailer or good man of any kind that you could get to make a showing of your goods, you would educate your centres, and it only needs a number of these centres to be educated until the circles from these centres will radiate out and touch and practically cover the whole Dominion. That is the practical suggestion I make.

Mr. Gourlay: I want to add one word of a practical nature to the discussion. We have for some years been content to rest upon the influence of the past campaign, forgetting that it is necessary, for progress, to be as aggressive in matters of that kind as it is in the furtherance of the business interests in which we are associated. We have heard with pride of what the Toronto Exhibition has done for Canadian manufacturers, and we give the Toronto Exhibition credit for what we have been able to do in our line of manufacture, pianos, to demonstrate that we are giving to the public a better proposition than they can get anywhere else. But, let me tell you, the campaign which was inaugurated in regard to "Made in Canada" has become so obsolete in some respects that this year in two of the prominent exhibits in that Exhibition United States goods were displayed. This is a matter which we should be at, not merely at this present moment, but we should look forward to carrying it on from year to year until we control Canada's buying power. We must remember that a large part of our buyers are not centred in cities, and they do not have even the same opportunity that Mr. McCullough refers to.

Mr. Edmonds: If a thing be worth anything, it is worth being criticized. I am glad as Chairman of the Commercial Intelligence Committee that this discussion has taken place, even when it has been contrary to the work of the Committee. At the same time I think Mr. Robins and those who have taken his view of it are viewing it from the wrong standpoint. There is no question in my mind, and I think not in the minds of the Canadian Manufacturers' Association, because we know their policy all along has been along that line, but that the home market is the best market. If we can do anything which will cultivate the home market and which will educate even the children, I say it is a good thing. The T. Eaton Company, as you know, has recognized the importance of getting the child, and it has obtained a contract, as you also know, to supply the children of this Province with school readers, and on the front cover in big type is the name of the company, and on the imprint on the inside is "The T. Eaton Company," till the children throughout this Province begin to realize that that company is a big concern.

With a scheme like this the idea of the Committee I think is not that there shall be rooms in the school for the purpose of exhibiting Canadian-made goods, but that there would be a number of ways of carrying on the work by illustrations and cuts. There is no question about it, if we start upon it, it will do the manufacturers of this country a great deal of good.



MR. J. R. MARLOW
(Canada Cycle & Motor Co.)
Chairman Railway and Transportation Committee, 1909-10.

A gentleman down here said there were a lot of gentlemen present who were not wearing Canadian-made goods. There is no question about it. That shows the need of education even among the manufacturers. It is surprising what can be done in a few years if a plan like this is adopted.

Mr. Lees: To illustrate, yesterday I received a circular from a Hamilton tailor advertising Canadian made clothes and saying he had some fine Canadian cloth. As a rule, when you go to a tailor he generally tells you to buy some other goods, that Canadian goods are no good. On the head of that I told him that he would get my order for the next suit of clothes.

The discussion of the report was interrupted at this point by the President who stated that Mr. W. T. R. Preston was present and would like to address the manufacturers and was anxious to get away as he had an important engagement.

CANADIAN TRADE WITH JAPAN

By Mr. W. T. R. Preston

Mr. Preston: Mr. President and gentlemen, I feel it somewhat an intrusion to come to your meeting this morning when you are so pressed with business, but, unfortunately, I have an appointment in Toronto at two o'clock that I must keep. I have been listening to your discussions to-day and yesterday, and particularly in regard to this morning's discussion I must say on behalf of the Department of Trade and Commerce, that I am quite sure that not only the head, but the officials of that Department will appreciate the tenor of the discussion here very much. I know I can speak for the Minister in saying he appreciates very highly suggestions coming from you. He fully realizes that you have, as we believe he has, the interests of this country at stake, and that any suggestion you may make, I care not from what political side it may come, will come before him and receive the most favorable consideration, and if it is possible to meet your wishes I am sure he will do so.

Since I had an opportunity before of appearing I might say before a Canadian audience, I have seen a good deal of the world, and I want to say just here in regard to Canada and to Canadian manufacturers, from an experience extending throughout Europe and in almost every country, in South Africa, and in Australia, and in Asia, that the reputation of goods made in Canada is synonymous with a square deal. I may say incidentally that that does not exactly cover those engaged in the apple trade who sometimes put small apples in the middle of the barrel (laughter); but the importance of having a reputation you will the more readily appreciate when I can tell you in a good part of Europe, and throughout the whole of South Africa, and very largely throughout Asia, the reputation of certain Canadian products is such that the name has only got to be mentioned to secure a ready sale; and, therefore, I think it is most important that in the discussion of questions that have incidentally come before you this morning this one of "Made in Canada" has a peculiar significance. I have no opinion to express upon one side or the other as to the general adoption of the name, but perhaps you will pardon a suggestion from one coming with some little experience of the world in the presentation of Canadian interests in different continents. I would advise, as I said to Mr. McNaught this morning, that some term or form for "Made in Canada" should be registered; that this should be in the possession of, if you like, the Canadian Manufacturers' Association, and that everybody should not be allowed to use it. Otherwise you may find some one trading on that reputation which you as a people have established, and they will place that upon goods that will hardly bear the test. I think it is something you might fairly consider in connection with this question.

Now, a word or two about your reports and some of the questions coming up in regard to the report now before you. In regard to the criticisms or suggestions in respect to departmental publications, will you allow me to say from my experience in the East I am somewhat disposed to think that it is just possible as commercial representatives of Canada we may give too much information. I found out in regard to one important matter in the East that I desired to bring to the attention of the Canadian public or to a certain part of the Canadian public, that I thought a market was open which would practically mean the monopoly of a product throughout the whole of that part of the Continent of Asia, but I found someone in Canada had sent my report to a large concern in San Francisco, and that very suggestion which I had made to the Department for the purpose of bringing this question before the Canadian people was being made use of in San Francisco; and when I left Asia they were doing their very best to get into the parts where I thought the Canadian people ought to get. So it is just possible in regard to reports we may give too much information.

In respect to the duties of the Trade Commissioner Service your report suggests to-day that this service should be brought under what is known as the Civil Service Commission. As an officer of the Department I must admit, looking at it from a purely selfish standpoint, I would say to that, by all means; it would insure those of us who were there in our positions if we wanted to stay there, no matter what Governments might come and go; but if you will look a little deeper you will find that in the selection of the officials under a Civil Service Commission the door is absolutely closed unless certain forms or qualifications in the good judgment of these Commissioners are able to be passed, and I venture the assertion that if there was a Civil Service Commission constituted as the one is at present, having charge of the outside service, there is not a living soul in this room who would pass the examination, not a business man in this Province, with qualifications that might be regarded by the political leaders as sufficient to justify an appointment, who would find an appointment there. You will therefore pardon me for saying that I think in a matter of that kind, even though the appointments are largely made from the political friends on either one side or the other, there is after all in the Ministers generally a sense of patriotism, a sense of desire to see into the fitness of things before appointing permanent officials. I need not refer to my own case. I felt quite unqualified for the position when I was called on to fill it. I felt quite unqualified when I was called to fill a position in London; I said, I know nothing about immigration. My Minister said, "That is why I am appointing you." I said, I know nothing about trade and commerce, and yet my Minister said, "I want you to go there"; and if I say it myself, and perhaps I may be pardoned for saying so, I think I have fairly represented Canada, and I think I have shown it is possible for one not having business training to go into a foreign land and attend somewhat in detail to protecting and conserving the interests of this great country. I am only throwing out that as a suggestion to show you how it is possible, even with the best intentions, that those who make recommendations may possibly not see all sides of the case.

Steamship Subsidies.

One other suggestion was made in respect to steamship subsidies. I may say that the Department is leaving nothing undone to fill up every possible vacancy in the various parts of the world so that Canadian interests may not be neglected. Upon the question of steamship subsidies will you pardon a word from one who has looked carefully into that subject. The suggestion is made here that a subsidy should be granted to the steamships on condition that they shall not charge any higher rates than those from competitive ports in other countries. What is the effect? The steamship company immediately goes to those on the other side and makes an arrangement to keep the rates up to a certain figure, and you are spending your money and getting very little value for it. If steamship subsidies for the encouragement of trade are worth anything, or are to have effect upon the trade of the country in many respects I submit the arrangement ought to be drawn so that the exporters on the one hand and the importers on the other can get a certain advantage through freight rates. What do we subsidize the export of steel for?

So that those engaged in the manufacture get a benefit. In the expenditure of money for steamship subsidies to my mind it ought to be done exactly upon the same principle, and if it is not done, you spend your money and those engaged in the import or export really get very little advantage, and in many cases get none whatever. I think this is a question which your Committee might fairly look into somewhat carefully, and, having studied it in all its details, make some recommendation to the Department.

Now, upon the question as to what can be done practically to extend the business relations of this country with foreign countries, perhaps I may say a word. First, as to the duties of the Commissioner. I agree with your report absolutely that it is the duty of a Commissioner, a trade representative of Canada, to pocket his dignity, to tear up red tape, and go out and visit personally those who may either have something to sell which you can buy with profit, or desire to buy something which you can sell with profit. I have no use absolutely for either a Government official or anybody else occupying a responsible position like that, thousands of miles away from his own home, when he cannot be overseen, who will not, I say, tear up red tape and throw his dignity, as you may term it, to the winds, and do work of that kind. It is the only way in which the Trade Commissioner Service of this country can be of any service whatever to you; and in addition to that, I am sure I speak for the Trade Commissioner Service when I say that it will give everyone of them the greatest possible degree of pleasure to be placed in personal contact in so far as they can, and to be placed in correspondence with members of this Association and endeavor to find out and to get for you any phase of information without running the gauntlet of the official procedure, or red tape, wherever any of us may be stationed.

Commercial Museums.

Now, as to how all this is going to be done, and as to how our service in foreign countries may have a practical effect, will you allow me to tell you one or two things they do in Japan. You have heard in this country that Japan is not keeping the open door in Corea, for instance, where in a sense it is committed to them, and is not keeping the open door in Manchuria, where they are apparently compelled to do it by treaty, and that Japan is getting underneath the other traders in the commerce of that country. How is she doing it? Japan has in every great centre of importance what is known as a commercial museum, and in that museum there are displays of all the various products of Japan. They have carried out exactly the same system throughout the principal centres in Corea and in Manchuria, and I have gone to some of these places and I have seen them filled with prospective buyers from other parts of China who were going there, being able to see with their own eyes samples of the goods they desired to purchase. I think, Mr. Chairman, there ought to be attached to all our great official centres, or offices, displays of some character of the products and of the manufactures of this country, respecting which we might be able to get a market in those countries. England to-day is being undermined all through the East by trusting almost entirely to carrying on business by correspondence. Simply as a commercial representative, my name appearing in some English periodical, I have been flooded with requests from English merchants to place their goods upon the markets of Asia, they presuming, I suppose, that I was an ordinary commercial traveller. But the United States and Germany are going into the East, and, by personal effort, endeavoring to sell their goods there. We can't expect in all the foreign markets that your Association can do that, but at least, you can strengthen the hands of those who are trying to do this work and who are trying to advance your interests, and I am sure if you will do so you will find from the whole Commissioner Service a most active co-operation.

In regard to the future I am an optimist of the most pronounced character. You are living in a beautiful land, and to my mind there is no country like this country of ours, and I have seen the world. (Applause). There are opportunities nowhere for commercial and industrial development such as you have here. They talk about putting a barrier against our goods in the United States under the new tariff. I like the sound that came from this platform "No surrender," and as far as the world is concerned, I believe you can find markets elsewhere; and that you would be assisted in that to the fullest possible extent I am sure I can pledge you the faith and honor of the Canadian Trade Commissioner Service. (Applause).

Mr. Murray: May I ask Mr. Preston a question? It was reported, at least I got the rumor some time ago, that very large shipments of United States made flour had entered Japan with the trade marks of Canadian millers. Have you ever heard of that, or do you know anything about it?

Mr. Preston: I do not. Upon the question of Japan, considerable discussion has taken place from time to time in regard to the commercial morality of the Japanese. I think my views upon that are pretty well known. The Japanese, to begin with, are an ambitious people; they want to engage in a foreign trade; they are in a sense a warlike people, as England and Germany are; they must protect their own interests; they must have a very great commercial marine to engage in foreign trade; they are aggressors, ambitious. In that particular the business of the foreign merchant there of course will be interfered with if the ambitions of the Japanese are realized in some respects, but they forget the nation cannot be kept all the time in the hands of foreign commission men, that it must extend. They have sedulously and persistently and maliciously gone to work to damn the commercial morality of the Japanese people, and I say here, with a sense of responsibility and of personal acquaintance with the fact, that I believe the Japanese people as a people are as honest as we are. There are those among them who are not, but they have not a monopoly of that kind of people. But, to show you the extent to which this campaign has gone on this very point in Japan, I may say that shortly before I left I saw in one newspaper published in the English language a warning to the Japanese to have nothing to do with Canada; and before they sold these particular goods to which reference was made to any Canadian to be sure to get the money spot cash, or they would never get it afterwards. Another of these newspapers published presumably a letter, but which I think was written in the editorial office, in which it was said that the Canadian people and Canadian merchants were the most dishonest people on the face of God's earth. That is what they are saying there, and there is just as much foundation for that as there is for the general charge of trying to nationalize some individual faults among the Japanese.

Mr. Biggs: While we agree with what Mr. Preston says, we wish to place on record our dissent from the remark he made about the apple industry, and I want to say to you all that while there is a great deal of odium attached to the apple industry, there are some people in the apple trade that are honest, and I hope our friend will not sit down on us quite so hard.

RESUMPTION OF COMMERCIAL INTELLIGENCE REPORT.

The President: We have all been delighted to hear Mr. Preston, but we must get back and work hard to get through.

Mr. Edmonds read the balance of the report of the Commercial Intelligence Committee, and moved, seconded by Mr. Stanley, that the report be adopted.

The President put the motion, which, on a vote having been taken, was declared carried.

The President called for the report of the Committee on Technical Education, which was presented by Mr. C. R. McCullough.

REPORT OF TECHNICAL EDUCATION COMMITTEE

Seldom, if ever, has a report been submitted to an Annual Meeting of the Association similar to the one presented herewith by your Technical Education Committee. In scores of instances it has been the good fortune of committees to be able to announce the successful completion of an important task; occasionally it has fallen to their lot to have to report failure after long and persistent effort. It has been reserved for your Technical Education Committee, however, to report that they have disobeyed, with reluctance, be it said, the definite instructions issued by the Association in Annual Meeting assembled.

Such a condition of affairs naturally calls for some explanation, which your Committee in turn are only too glad to supply, for they feel satisfied that when the situation is clearly understood, the wisdom of their course will be approved.

The Instructions of the 1908 Convention.

It will be recalled that the Committee's report a year ago contained a detailed summary of the four years' campaign



J. F. MACKAY
(Globe Publishing Company.)
Chairman Technical Education Committee, 1908-09-10.

conducted by the Association looking to the appointment of a Federal Commission of Enquiry on Technical Education. From this summary it appeared that every argument which could possibly be advanced had been advanced, every influence which could possibly be brought to bear had been brought to bear to induce the Government to view with favor the Association's proposition, but all to no purpose. Believing, therefore, that a point had been reached where it was desirable to adopt other means of attaining the end in view, the Committee recommended the Association to take advantage of a provision in its charter, granting it power to enquire into any matter affecting the manufacturing interest of Canada and to take evidence in connection therewith under oath, by itself appointing the desired commission and appealing to the various Provincial Governments for assistance in carrying the undertaking through. The following extract from the report in question is necessary to a thorough understanding of what follows:—

"Your Committee's idea," reads the report, "is that there should be a working commission of three, with one corresponding member for each province; the three to be appointed by the Association, the others by the provinces contributing. It would be the duty of the working commission to visit a number of the principal industrial schools and technical colleges of the United States, France, Germany, and Great Britain, to study the causes that have contributed to their success, to learn the principles governing their location, to ascertain how they are maintained, to gain an insight into their methods of instruction, to enquire into their economic effect upon surrounding industries, etc., etc. Afterwards they would be required to hold sittings in various points throughout Canada, with a view to familiarizing themselves with the requirements of local industries, and seeing how best those requirements could be met by the adaptation of foreign methods. They would also be expected to give full consideration to the constitutional aspect of the problem, and to formulate a system of industrial education for the country at large, wherein the parts to be played, respectively, by private interests, municipalities, provinces and the Federal Government would be accurately defined.

"The cost, it is believed, would not exceed $25,000, covering a working period of not more than two years, including honorarium to the commissioners, salary of secretary and stenographer, office supplies, travelling expenses at home and abroad, and the publication of the report.

"Of this, it is believed the Association could well afford to assume $5,000, leaving $20,000 to be raised among the provinces."

After a lengthy discussion it was moved by Mr. Thos. Findley, seconded by Mr. G. A. Vandry, and carried, "that an appropriation of $5,000 be voted towards the expenses of the commission proposed in the report of the Technical Education Committee, and that said committee be instructed to enter into immediate negotiations with the provinces towards carrying out the object in view. Further, that it report on these and other matters connected with the personnel of the commission to the Executive Council."

Here, then, was the task set your Committee, a task virtually of their own choosing, towards the execution of which they naturally looked forward with a good deal of expectancy.

Difficulties in the Way.

But hardly had the official mind of the Association been made up when a serious difficulty presented itself in the announcement made by Sir Lomer Gouin at the Convention Banquet, of his Government's intention to proceed at once with the establishment of technical schools sufficient in number and adequate in equipment for the needs of the Province of Quebec, even though it involved an outlay of $3,000,000. Perhaps it will appear paradoxical to refer to an announcement of this character as a difficulty, but in the sense that it was an intimation of Quebec's intention to steer an independent course in the matter of technical education, regardless of any concerted plan of action which the other provinces might adopt, it *was* a difficulty, and a serious one.

Nothing daunted, however, your Committee entered upon their labors by first interviewing the Minister of Education

for Ontario, and next sounding the Government of Nova Scotia through the Director of Technical Education for that Province. In both instances their representations were listened to with keen interest, and although neither gentleman would undertake to speak for the government of his province, they both gave assurances of their personal sympathy, and pledged themselves to do what they could to aid the Association in accomplishing the end in view.

Thus encouraged, your Committee were preparing to lay the matter officially before the Governments of the other Provinces, and had even drafted a statement outlining their proposition in detail, when word was received by the Secretary that members of the Association in the Province of Quebec were likely to be placed in an embarrassing position if the Committee's plan were carried any further. It was pointed out, not without reason it must be admitted, that in view of Sir Lomer Gouin's announcement regarding the plans of his Government in the matter of Technical Education, it might be taken as a reflection upon the wisdom of his policy were the Association to press for a Commission for the purpose of ascertaining among other things what the requirements of Quebec actually were. Nor was it desirable to advocate a Commission that would take cognizance of the needs of every other portion of the Dominion and ignore Quebec altogether. In either event the Association's action was likely to be resented by the Quebec Government to the prejudice of manufacturers in that Province so far as their future representations on provincial matters were concerned.

The situation was a somewhat delicate one and called for careful handling. It was for the purpose of talking matters over and arriving, if possible, at a satisfactory solution of the difficulty that your Committee, at the suggestion of the Executive Council, sent a delegation to Montreal in November, to consult with the Executive Committee of that Branch. There it was learned that the desire of most Quebec manufacturers would be to amend the Association's plan of action, in the light of Sir Lomer Gouin's announcement, and for the future to concentrate its energies towards securing from the various provincial governments practical recognition for the cause of technical education, similar to that given by Quebec. It was recognized, of course, that to do so meant deviating from the policy which had underlain the Association's action from the beginning, and it was felt on all sides, particularly in view of the explicit instructions given at the Montreal Convention, that this was a step to be taken only under the most exceptional circumstances. It was finally agreed to leave the matter open for a time until the views of the Quebec Government could be privately obtained.

Meanwhile the situation was complicated by financial considerations of an unexpected character. When the Committee's proposals were approved by the annual meeting of 1908, it was believed that the expenditure involved would be the only extraordinary one the Association would be called upon to meet during the year. It was subsequently deemed advisable, however, to compensate in some degree, at least, the Metallic Roofing Company for litigation expenses which they incurred in the interest of all employers of labor. The sums voted for this purpose mounted up very rapidly, and it soon became apparent that to meet the requirements of the Technical Education Commission as well, it would be necessary to realize on some of the Association's investments. It has always been felt that these reserves should be drawn upon only in case of an emergency or of dire necessity, and doubt was expressed in some quarters whether the Technical Education Commission was of such urgent importance as to justify such action.

A Possible Solution.

Matters had reached this critical stage when things began to take a more favorable turn at Ottawa. Early in December word reached your Committee that the Cabinet were at length seriously interesting themselves in the proposal which the Association had thought it useless to press for any longer. Conferences were had with a number of the Ministers, as a result of which it was learned that there was a very strong feeling among Government supporters that the Dominion should undertake the enquiry itself. Opposition, however, was still being encountered from Quebec, while the Department of Justice laid strong emphasis upon the constitutional difficulties with which the problem was surrounded. Notwithstanding these obstacles, it appeared more than likely that the Government would themselves assume the expense of the enquiry if only a little more pressure were brought to bear.

Welcoming this unexpected development as pointing the way to a speedy solution of their difficulties, your Committee, with the approval of the Council, dropped for the time being the idea of having the Association itself appoint the Commission, and directed all their energies towards the consummation of the plan previously abandoned as hopeless. Members of Parliament and influential members of the Association in all parts of the country were at once communicated with and urged to renew their pressure upon the Government. This call for assistance met with a very generous response, which evidently was not without effect, for on January 12th, a deputation representing the Trades and Labor Congress, who waited upon Sir Wilfrid Laurier and Hon. Rodolphe Lemieux to urge, among other things, the appointment of a Federal Commission of Enquiry, were told that the Government would collect the facts and statistics desired, but would then hand them over to the provincial governments to act upon or not as they saw fit.

This statement led your Committee to hope for definite action at an early date, but it was not long before they learned, through a letter sent by the Minister of Marine and Fisheries to a Montreal member of the Association that there would still be opposition within the Cabinet unless the Provinces came forward and requested the Federal Government to undertake the work on the ground that it was a part of the commercial policy of the country, and as such something with which the Dominion should deal.

Whether it was due to the effectiveness of this opposition, or to the necessity for economy caused by a marked falling-off in the revenues, or perhaps to both, your Committee are unable to say, but the disappointing fact remains that Parliament prorogued without providing in any way for the appointment of the desired Commission. Should the financial situation continue to improve, there is reason to hope that provision for the cost of the Commission may be made in next year's budget, and so long as this meeting will authorize the postponement of action upon the proposal agreed to a year ago, the best efforts of your Commitee will again be directed for a time at least towards securing the appointment of a Federal Commission.

In view of the suggestion noted above that an effort should be made to have technical education taken up vigorously in all parts of Canada as a purely provincial issue, it may not be amiss to include in this report a summary showing what the various provinces have done to date and, as far as is known, what their plans are for the future, regarding this important question.

The West.

From the West there is practically nothing to report. A letter of enquiry addressed on July 7th last to the Deputy Minister of Education in each Province brought forth the replies noted below, which tell their own sad tale of inactivity.

British Columbia.—"I beg to acknowledge receipt of your letter of the 7th inst., and to state in reply that up to date nothing has been done by this Province in the matter of

Technical Education." (Signed) Alexander Robinson, Superintendent of Education.

Alberta.—"In reply to your letter of July 7th, I beg to say that the Department of Education has not as yet made an effort to encourage Technical Education in this Province, but such training will probably be introduced in the near future. At present the only schools where manual training is being taught are those in the cities of Calgary and Edmonton." (Signed) D. S. MacKenzie, Deputy Minister.

Saskatchewan.—"I beg to acknowledge receipt of your letter of July 7th, and beg to say in reply that as no steps have been taken as yet, in regard to Technical Education in the Province, it would be impossible for me to furnish you with any report. This is a matter which undoubtedly will receive the consideration of the Department in the very near future." (Signed) D. P. McColl, Deputy Commissioner.

Manitoba.—"In the matter of Technical Education very little is being done in this Province, outside of the City of Winnipeg. In this City we have manual training for the boys, with sewing and domestic science for the girls. The work for the boys includes drafting and some metal work. It is the intention of the Board to establish an up-to-date, fully equipped Technical High School here in the near future." (Signed) R. Fletcher, Deputy Minister.

The High School planned is estimated to cost the city about $175,000. For the manual training courses now being conducted, Winnipeg is largely indebted to the generosity of Sir William Macdonald.

The East.

In Prince Edward Island and New Brunswick the situation is very little better, as the following statements will testify:—

Prince Edward Island.—"We have no technical schools in Prince Edward Island. Agriculture is on the curriculum of Prince of Wales College, and is to some extent taught in the Public Schools." (Signed) Alex. Anderson, Superintendent of Education.

It may be added that there is a Macdonald Manual Training School in Charlottetown and a Macdonald Consolidated School at Hillsborough with a joint attendance of 380, towards the support of which the Provincial Government gives the regular statutory grant.

New Brunswick.—"I may say that very little has been done in this Province in the way of Technical Education. We have in some of our common schools Manual Training and Household Science Departments." (Signed) R. B. Wallace, Chief Clerk, Educational Office.

In addition to the Macdonald Consolidated School at Kingston, Manual Training in woodwork is taught in seven different centres and Household Science in eight. All that the Province contributed to their support for the year 1908 was $3,855.61. Last year the University of New Brunswick inaugurated a Department of Forestry with an enrollment of eight.

It is perhaps worthy of note in passing that the Report of the Director of Manual Training for 1908 (Mr. T. B. Kidner), after touching upon the activity of other Provinces along the lines of Technical Education concludes with the following:—

"I am strongly of the opinion that the time has come when the matter should be taken up in New Brunswick. As evidence of the great demand for intermediate technical or industrial education, it is only necessary to point to the phenomenal success of the Correspondence Schools, which take hundreds of thousands of dollars yearly from the Maritime Provinces."

Quebec.

In the Province of Quebec there are 11 schools of Arts and Manufactures employing 50 teachers and giving instruction to 2,502 pupils. These schools are located at Montreal, Quebec, Levis, Sherbrooke, Three Rivers, St. Hyacinthe, Valleyfield, Lachine, Fraserville, Sorel and St. Johns. They have reached their highest development in Montreal, where the subjects taught include drawing, decorative painting, modelling, lithography, joinery, plumbing, shoe patterns, cutting, sewing and music.

Manual training and domestic science are taught at Macdonald College, St. Anne de Bellevue, where instruction is also given in agriculture and where training is given for teachers.

In 1908 there was established in Montreal by the manufacturers of that city, with the aid of a Protestant Board of School Commissioners, a school known as the Montreal Technical Institute. It employs a staff of 15 and has 570 pupils in attendance, all at night classes. Besides a preparatory course in the ordinary branches of a general education, it provides instruction in freehand, mechanical and geometrical drawing, chemistry, woodwork, metal work and electricity; for the women it gives courses in cooking, needlework and dressmaking.

Regarding the plans of the Provincial Government in the matter of Technical Education, your Committee have been able to obtain very little information of an official character. It is known, however, that they have engaged to superintend their work a man who has had considerable experience in continental schools. Under his direction a beginning has been made at two institutions, one in Montreal and the other in Quebec. Upon the Montreal school it is proposed to spend a sum of not less than one million dollars on building and equipment, the intention being to make it thoroughly modern and efficient in every respect.

In the higher branches Quebec has, of course, its engineering faculty at McGill University, as well as the Montreal Polytechnic School, which is under the control of Laval University.

Ontario.

Well equipped Manual Training Departments are now in operation in the following centres in Ontario,—Ottawa (13 schools); Kingston, Brockville, Cobourg, Galt, Berlin, Essex, Woodstock, Hamilton (4 schools); Toronto (7 schools); Brantford, Stratford, St. Thomas, Cornwall, Ingersoll, Guelph (3 schools); Owen Sound, Sault Ste. Marie and Peterborough.

Household Science Departments are established in Toronto (10 schools); Hamilton (4 schools); Kingston, Brockville, Berlin, Woodstock, Galt, Renfrew, Brantford, Stratford, Ingersoll, Guelph (3 schools); Belleville, St. Thomas and Peterborough.

Six of the seven provincial Norman Schools provide training for teachers in both the above mentioned departments.

There are ten towns of a population of 5,000 and over without either Manual Training or Household Science.

In Hamilton, Brantford, Guelph, Brockville and Toronto, evening classes in technical work and domestic science are available for those who cannot conveniently attend during the day.

It is most gratifying to note that there has been a marked advance in some centres towards industrial training of a more definite and practical character, such as metal work, forge shop practice and mechanical drafting. This has been particularly noticeable in Sault Ste Marie, Woodstock, Stratford, Berlin, Hamilton and Brantford. In the last mentioned city special technical instruction is given the collegiate boys in forging, wood-turning, pattern making, metal-turning and mechanical drawing. Evening classes are held twice a week from October to April for the benefit of boys who find employment in the shops. In Hamilton a Technical School has, this year, been completed with accommodation for 400 students, and now has the following departments in active operation: Forge shop, cold metal workshop, steamfitting, plumbing and electrical workshop, machine room, wood work-

ing, wood turning and pattern making, print shop, house and sign painting, needle work, laundry, cooking and dress-making.

Toronto has a Technical High School which provides a fair course in elementary and theoretical work, but it has never attempted seriously to cater to the practical needs of the industrial community. Plans are under way now, however, for the erection of a school which it is intended will be thoroughly up-to-date and which will compare favorably with anything on the continent, the city having voted a large appropriation for that purpose.

In the higher branches Ontario has, of course, its school of Practical Science (Toronto), the Ontario School of Mines (Kingston), and the Ontario Agricultural College (Guelph). The Provincial University has its Faculty of Forestry, and is now erecting a handsome building for the Department of Domestic Science, at a probable cost of half a million, as the gift of Mrs. Massey Treble.

As evidence of the interest which the Government are beginning to take in the matter of industrial training it is worthy of note that they have recently sent their Superintendent of Education on a three months' trip to England and the Continent for the purpose of making a careful investigation into the various systems of Technical Education there in operation.

It should also be stated that in common with other provinces, Ontario owes a great deal to the generosity of Sir William Macdonald for the progress and expansion of the Manual Training and Domestic Science movements.

Nova Scotia.

But it is to Nova Scotia that the other provinces of the Dominion must look for example and inspiration so far as a well ordered and comprehensive system of Technical Education is concerned, for in that quarter alone have plans been devised for taking care of the requirements of all localities, and of all the leading industries. The following statement supplied your Committee by Dr. F. H. Sexton, Director of Technical Education for Nova Scotia, whose interesting addresses before Canadian Clubs of Ontario have been listened to with pleasure by many of us during the past year, is so instructive and covers the situation so admirably that your Committee offer no apologies for including it in its entirety in their report.

" The Department of Technical Education has been organized in Nova Scotia for two years. There have been established technical schools in twenty-one industrial communities. These schools may be divided into four classes:

1. Schools for coal miners;
2. Schools for stationary engineers;
3. Schools for craftsmen;
4. Schools for fishermen.

1. The coal mining instruction is the most widespread on account of the great importance of this industry in the province. Practically every coal mining community has its separate school. Classes are held for the most part in the evening, but in the larger centres where there is a sufficient number of applicants, there are special day classes held for those who work on night shift.

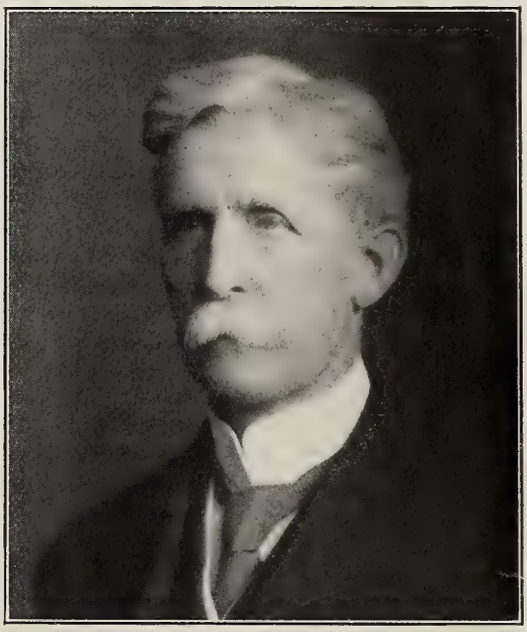
The instructors in coal mining are men who have had long practical experience underground, and have held positions of responsibility. Each instructor holds classes in three different places in his district,—twice a week in each place.

A certain standard of proficiency in mathematics and English is required for entrance into coal mining classes. Preparatory classes in these subjects are held in conjunction with the mining instruction for those who are not well enough prepared. Special texts in which the treatment of mathematics and English is especially adapted to the coal mining industry in scope and application have been, or are being prepared by the Department of Technical Education.

2. Schools for stationary engineers have been established in the eight most important colliery towns. In these schools are taught the principles of steam and mechanical engineering. A certain standard of educaticnal proficiency is required for entrance, and the men who are not well enough prepared are obliged to attend preparatory classes for a year. In conjunction with the engineering instruction, classes are held in mechanical and machine drawing and electricity.

The electrical classes spend one-half the time in laboratory work. In each locality where these classes are held, there is a well-equipped laboratory with apparatus for teaching the principles of electricity and magnetism, and also a carefully selected assortment of generators, motors, etc., for commercial testing.

3. The schools for craftsmen are established in four different industrial centres, Amherst, Halifax, New Glasgow and Sydney. All the classes are held in the evening. The range of subjects taught includes: Shop Arithmetic, Business English, Practical Algebra, Geometry and Trigonometry,



MR. WM. CAULDWELL
(Canada Paper Co.)
Chairman Montreal Branch, 1909-10.

Mechanical Drawing, Machine Drawing, Machine Design. Architectural Drawing, Building Construction, Architectural Design and Estimating, Electricity and Magnetism, Elements of Electrical Engineering, Power Plants and Electric Transmission, Electrical Laboratory, Electrical Engineering Laboratory, Dynamo-Electric Laboratory, Elements of Chemistry, Technical Chemical Analysis, Metallurgical Chemistry, Elements of Surveying, Surveying and Plotting, and Elements of Civil Engineering.

Not all these subjects are taught in each of the above communities, but those courses which are demanded by the dominant industries. Students are required to deposit a small amount on entering the classes, which is refunded to them at the end of the year on the basis of their attendance. The deposit is required only as an incentive to attend regularly, and the classes are practically free to the man in earnest.

Distinct and hearty encouragement has been received from many of the larger industries in the province. The Nova Scotia Steel & Coal Company, the Robb Engineering Company, I Matheson & Co., and others have made it compulsory for their apprentices to attend the evening classes.

The attitude of organized labor to all the schools was at first of a somewhat suspicious nature, but after finding out the scope and character of the work, the labor unions have heartily endorsed the scheme.

4. The schools for fishermen are still in an experimental stage. During the past two winters a very successful school has been carried on at Canso, one of the most important fishing centres in the Province. This phase of technical education is surrounded by many difficulties. Most of the fishermen have left the public schools at a very early age, the period of inactivity of the fishing industry is very short, the knowledge which is of a distinct money-earning value to the fisherman is of such a practical nature that it can be obtained for the most part only by actual experience. The fisherman of to-day is trading less, and dealing with the wholesale merchant to a greater extent than formerly. For these reasons he needs to have a greater knowledge of business English, bookkeeping, and arithmetic. The classes for the fishermen, therefore, consist of arithmetic especially applied to the fishery industry, elementary bookkeeping and the principles of navigation. It is proposed to extend the schools for fishermen to all the principal centres of this great industry in Nova Scotia.

At the head of all these schools is the Nova Scotia Technical College, which is now giving courses in Civil, Mechanical, Electrical and Mining Engineering, and will offer short courses for land surveyors, power plant operators, colliery and mining officials.

The Nova Scotia Technical College, Coal Mining and Engineering Schools are supported by the Provincial Government in toto; the local Technical Schools are supported on the following basis,—the locality furnishes the room, heat, light, and janitor service and one-half the cost of instruction, while the Government furnishes the other half of the cost of instruction as well as the apparatus necessary to carry on the classes.

The attendance at the evening schools has been very gratifying. Last year there were over 1,400 students in the different courses. I would say without the actual figures before me that over two-thirds of the students were successful in passing the examinations.

The present policy of the Department of Technical Education is to strengthen, intensify and extend the evening technical schools. This class of school is the one most obviously needed, because it teaches the scientific principles on which vocations are based to those who are daily earning their living in these same vocations. It is just as pressing a need of industrial education to prepare skilled efficient workers for to-day as to prepare the generation of pupils in the public schools for the workers of the future. The results from the evening schools are most quickly evident and the public are most thoroughly educated in the effectiveness and importance to an industrial country of specialized technical education for each class of workers.

So far, Nova Scotia has carried on no vocational training. During the coming autumn, however, the first trade class will be established. This class will be for the purpose of training garment makers and cutters. It has been established at the urgent request of the Halifax Merchant Tailors and Cutters Association and will be conducted with their co-operation. The course will last three years and will consist of all details of stitching, making, pressing and cutting of men's garments. The material for the actual work will be furnished by one of the tailoring establishments and the garments made will be disposed of by the same firm.

This autumn will see a forward step in the introduction of technical subjects into the regular day school course in the public schools in the mining communities. A mining community is, theoretically, an ideal place for the introduction of industrial training because there is usually only the one industry represented, and not the diversity that exists in a manufacturing centre. In Nova Scotia the step is to be made by taking the boys of the seventh and eighth grades and teaching them their science, mathematics, and drawing as applied to coal mining. Instead of teaching the boys botany, physics, chemistry, free-hand drawing, etc., in a general manner, they will be taught mineralogy, geology, physics, and chemistry as applied to mining and mechanical drawing. These subjects are to be taught by special instructors under the direction of the Department of Technical Education. The courses are to have the same educational value as the general courses that have been given heretofore, but they will give the boys such knowledge of the science and art of coal mining that they will be able to advance more rapidly after they actually go to work than if they had had only a general education.

Two other ends are also sought in introducing these technical courses into the public schools, viz., the retention of the boy in the public school for a longer period, and the connection of the day and evening schools. It is expected that the boy who starts the technical instruction in the public schools will enroll as a student in the evening schools as soon as he leaves the former without the break of years that has occurred in the lives of most of the men who are attending the latter at present.

Technical Education is a difficult proposition to engage upon, because the captain of industry knows the kind of workingman he wants the system to produce, and the workingman knows in part the special knowledge which he desires, but the educator is for the most part hide-bound to the old traditional ideas of education for culture rather than for utility—of learning rather than training—and is loath to see his traditions encroached upon. The industrial advance of the last few years has profoundly altered the whole social system, and education must alter its ideas and ideals to meet the changes if it would serve even its own main purpose of existence. Nova Scotia has been the first province of the Dominion to attempt to solve this great problem and is advancing slowly and surely towards an adjustment of the old and new ideas and methods of education."

This statement tells its own story so clearly, so forcefully and yet withal so modestly, that it only remains for your Committee to add that the rest of Canada is under deep obligations to Nova Scotia and to Dr. Sexton personally for the part which they have played in forwarding one of the greatest problems before the Canadian public to-day.

Recognition from High Quarters.

Meanwhile it is a pleasure to observe that the importance of industrial training is beginning to be generally recognized in official circles. In last year's report were quoted certain remarks made by Ex-President Roosevelt on this subject. Within the past few weeks His Majesty King Edward, in a striking speech, made public acknowledgement of what Britain owes to technical and scientific training. When laying the foundation stone of the new buildings for the Imperial College of Science and Technology at South Kensington, he said:—

"The purposes of the College, as stated in the charter, are to give the highest specialized instruction and to provide the fullest equipment for advanced teaching and research in various branches of science, especially in its application to industry.

"In recent years the supreme importance of higher scientific education has, I am happy to say, been fully recognized in England; and as time goes on I feel more and more convinced that *the prosperity, even the very safety and existence of our country depend on the quality of the scien-*

tific and technical training of those who are to guide and control our industries."

Strong words, these, yet they have not been uttered thoughtlessly or ill-advisedly. In this age of keen industrial and commercial rivalry they are applicable to almost every country in the world, but if they are true of England where technical training of a high standard is already provided, how much more so are they true of Canada where practically no training at all is available and where industries are already seriously handicapped in the struggle for existence by the fact that they are younger, smaller, and far less highly specialized than those of their foreign competitors. *Surely the eyes of our statesmen cannot much longer remain closed to the vital importance of this great problem, surely their ears cannot forever remain deaf to the persistency of the Association's call.*

But it is not for us to content ourselves with talk and agitation. The time has arrived when we should be up and doing, when we should practice what we preach, and by the force of example encourage action on the part of others! There is much that we can do, individually and collectively to hasten the adoption of a modern educational policy for our country, and it is with a view to making an immediate start that your Committee beg to submit the following recommendations.

Medals for Competition.

For several years prior to 1889 it was customary for the Association to donate prizes for competition among amateur pupils attending the provincial art schools. In the year mentioned the scope of the competition was enlarged by throwing it open to all, and by offering ten silver and ten bronze medals, as first and second prizes respectively, for the best work in an equal number of subjects, some of which were:—Figure or group modelled in clay; carved panel suitable for sideboard; model for sailing yacht; design for wall paper; design and working drawings for workman's brick cottage not to exceed a set value, etc. For some reason or other the practice was discontinued after 1889, though there is ample evidence to show that the Association's action was very generally appreciated and that the competition was widely participated in. Your Committee believe that the Association should now revive its old practice and recognize annually by the donation of medals, native Canadian talent in the applied arts and handicrafts. While they have not formulated their ideas with any degree of definiteness they are of the opinion that some contests should be reserved for pupils in the manual training and domestic science departments of our public schools, some for students of applied art and industrial design, some for essays or research work in the field of applied chemistry and some for those actively pursuing a specific trade. Competition should be invited from every part of the Dominion and from year to year the subjects should be changed in order to maintain the interest.

School Work at the Exhibitions.

Following this it is believed that an effort should be made to have the Managers of important Exhibitions throughout Canada provide space each year for the display of articles made in the manual training and household science departments of our Public Schools as well as articles made in vocational and technical schools. Thousands of people visit exhibitions each year who know nothing of what these schools are doing, and if their attention could only be drawn to it in this practical way so that they would be made to realize how beneficial to the young people of their own municipality would be the training afforded by such schools the whole technical education movement would take on new life. As the nucleus of a display the Association might send the work which had been awarded prizes in the above-mentioned competition, in addition to which the friendly rivalry which exists everywhere among progressive schools could be counted upon to bring out some first-class material. This proposal has already been discussed with some of the directors of the Canadian National Exhibition, Toronto, who have expressed themselves very favorably with regard to it.

If this meeting approves of the suggestions outlined above, and will authorize an expenditure not to exceed $500 on medals and prizes, your Committee will be glad to work out details of both propositions and submit same to the Executive Council for approval.

Industrial Fellowships and Laboratory Work.

A third suggestion is that the Association should use its influence to bring about in Canada a closer working connection between manufacturers on the one hand and our Universities on the other, along lines similar to those laid down by Professor Duncan, of the University of Kansas. As this gentleman has pointed out, there are few manufacturers who in the course of their career are not confronted with some problem, the solution of which calls for careful and patient research. The dairyman may wish to utilize in some way the constituents of buttermilk, the manufacturer of enamelled bath tubs may be dissatisfied with his enamelling process and the results it produces; the maker of pulp may wish to turn to commercial account the liquor from his digestors. Very few of them have the time to work these problems out for themselves; a still smaller number have had the technical training so essential to such an undertaking. They are loath, moreover, to engage a man to work upon it, for they realize that it might involve large expenditures for laboratory equipment, for which there would be no further use once the solution were reached, and even then the result might be negative. Consequently it follows that in most cases the problem is put off from day to day and is either left for some more enterprising manufacturer to solve or is not solved at all.

The Universities, on the other hand, have a corps of students trained in laboratory work, and with plenty of time on their hands. Many of them are ambitious to engage in original research work, but having had no experience in industrial pursuits they have no means of knowing what problems are of practical present-day interest. They have at their disposal the finest equipment that money can buy, they are hungry for ideas upon which to work, but they have only the professor to turn to for suggestion and advice, and his resources are necessarily limited.

Now, if these two classes could only be brought together, the manufacturer supplying the problem and paying a fee for its solution—the university supplying the technical training and the equipment—the result would be mutually beneficial, for not only would the manufacturer acquire at a reasonable cost information which otherwise would be denied him altogether, but the student would be given an opportunity of demonstrating his ability in quarters where recognition in the shape of lucrative employment would quickly follow. This in turn would stimulate the attendance of ambitious and talented young men at our Universities, and the manufacturers would thus be supplied with larger bodies of trained assistants to choose from.

If this meeting approves of the suggestion your Committee will gladly approach the leading Canadian Universities, make, where possible, the necessary arrangements, and then invite the co-operation of the manufacturers, either as individuals or collectively as Sections of the Association.

Respectfully submitted on behalf of the Committee,

G. M. MURRAY, *Secretary.* J. F. MACKAY, *Chairman.*

Mr. McCullough read the various clauses of the report down to and including "School Work at the Exhibitions."

Mr. Booth: Would it not be wise to submit it to the Executive Council, and if they thought it well to expend that amount, to leave it to them?

Mr. McCullough: That is the idea.

Mr. McCullough read the balance of the report and moved, seconded by Mr. Wickett, that the report be adopted.

The President put the motion, which, on a vote having been taken, was declared carried.

The President: The next matter of the agenda is that of the Resolutions, which have been carefully considered by the Committee on Resolutions.

RESOLUTIONS

The Secretary read the following resolutions, which were adopted:

Resolved that the thanks of the Association be and are hereby extended:

(1) To the Hamilton members of the Canadian Manufacturers' Association for their splendid hospitality and for the arrangements which have contributed so much to the success of this Convention.

(2) To Lt. Col. E. E. W. Moore and officers of the Thirteenth Regiment and to Lt. Col. W. H. Bruce and officers of the Ninety-first Regiment for their magnificent reception at the Armouries.

(3) To Mayor McLaren and the members of the Board of Control and City Council for their hearty welcome.

(4) To the President and members of the Hamilton Club, the Commercial Club and the Royal Hamilton Yacht Club for courtesies extended.

(5) To the Hamilton Street Railway Company and to the Hamilton-Barton Incline Railway Company for according free transportation to all delegates.

(6) To the Hamilton Conservatory of Music and the Hamilton Board of Trade for use of their rooms.

(7) To the Canadian Pacific Railway Company's Telegraph, to the Great Northwestern Telegraph Company, and to the Bell Telephone Company for the privileges of their wires.

(8) To the Railway and Steamship Companies for the splendid rates put in force for this Convention.

(9) To the Press of Hamilton and other cities for their fair and full reports of our Convention proceedings.

Resolution re Bill of Lading.

Resolved that the thanks of the Canadian Manufacturers' Association are due and are hereby heartily tendered to the officers and members of the general and special committees of the Canadian Shippers who so earnestly worked for and successfully procured a form of bill of lading which so ably facilitates the shipping and receiving of freight without undue delay or unfair loss to the shippers or receivers.

The Association also thanks the merchants and grain men who so generously supplied information.

When it is considered how important a fair shipping bill of lading is for the small shipper and what a great step forward this is for our commerce, the merit of the work done herein cannot be too highly estimated.

Resolution re Technical Education.

WHEREAS a united enquiry as to Canada's requirements in respect of Technical Education is a matter of great and ever more pressing importance to all interests, employer, employee and consumer alike,

AND WHEREAS Sir Wilfrid Laurier has intimated that the Government would collect and publish the desired information,

BE IT RESOLVED that the Canadian Manufacturers' Association in Convention assembled expresses its lively satisfaction at the Premier's intimation and respectfully urges the early appointment of the Commission promised.

Resolution re Canada's International Exhibition and Selkirk Centennial, 1912.

BE IT RESOLVED that the Canadian Manufacturers' Association in Annual Convention assembled does herein endorse the project for holding an International Exhibition to celebrate the Selkirk Centennial in Winnipeg in 1912 and pledges itself to do all in its power to further said Exhibition by encouraging its members to make creditable exhibits of Canadian manufactures.

AND BE IT FURTHER RESOLVED that the Federal Government be urged to assist the project financially as far as may be considered practicable.

Supports Exhibition Resolution.

Mr. Cameron: Mr. President and gentlemen of the Canadian Manufacturers' Association, after listening to your discussion here and seeing that you were in a hurry to get through with your work, and knowing that the members of this Association appreciate the advantages that are to be gained from such an exposition as is proposed, I have much pleasure as a member of the Organization Committee in presenting this resolution for your endorsement and approval.

Just a thought or two with regard to the advantages or some of the advantages that we hope will accrue should this exhibition be held as it is proposed. All of us are aware that between the great prairie Provinces of the West and the great Provinces of Eastern Canada there is a broad belt of rocky land that is not yet occupied; it is a sort of separation between the two wealthy parts of the Dominion of Canada. You are also aware that we are getting from time to time a large immigration from Continental Europe and a large immigration from across the boundary to the south. These people coming to our western prairie lands are not in touch with the people of Eastern Canada, and it is thought by those who have seen fit to assist in organizing this exposition that such an exposition as is proposed to be held would be the means of bringing together the people of Canada—bringing the people from the East to meet the people of the West, to give the people of the East an opportunity of cheap transportation through the whole of the western country from the Red River to the Pacific Ocean; and I am sure that there are still many in these old Provinces that have not yet seen what they own in Western Canada. This is one of the principal objects of those who have taken the trouble to organize for the purpose of holding this exposition, and I would commend it to this Association; and as one of the most important features, at least we of the West who are familiar with and know something of the case, feel it is indeed important that a better knowledge of the eastern people should be had by the people in the West, and I think it would be a good thing for the eastern people to know more of the West and the people coming into the West from year to year. Trusting and believing you will endorse this resolution I will not detain you longer, but thank you for the opportunity you have given me of speaking.

Mr. McNaught: I simply wish to express my hearty appreciation of this resolution. I hope it will be carried unanimously. I don't think there are any people more interested in the West than the people of Toronto and Ontario and the Eastern Provinces, and everything we can do to promote the interests of and build up the West with people and customers we ought to do.

Mr. Waterous: I wish to endorse what Mr. McNaught says.

Mr. McIntyre: In connection with the campaign "Made in Canada," I think this is a splendid opportunity for the manufacturers of Canada to show in the West what they manufacture. We have a great many people from the other side who have used United States goods in the past, and of course you understand how it is, if a certain article gives satisfaction you are apt to keep on using it, but we want the manufacturers in that exposition to show the people from the other side that they can buy goods made in Canada that will answer the purpose as well, if not better, than the goods they have been using.

(The Resolution was adopted).

Resolution re Uniform Boiler Regulations.

WHEREAS the several Provinces, under the powers vested in them, have in the past formulated regulations governing the construction and inspection of boilers,

AND WHEREAS owing to the fact that each Province, through its staff, acted alone, the resulting regulations differed in many respects causing much confusion, annoyance and loss to user and builder,

AND WHEREAS uniform regulations providing for the safety of the public, including users and builders, are highly necessary and desirable,

BE IT RESOLVED, That the Canadian Manufacturers' Association in Annual Convention assembled does herein urge the different Provincial Governments to accept the principle of uniformity and to adopt the suggestion offered that a conference of representative officials from the several Provinces be held in such place as may be found convenient at the earliest possible date to make recommendations for a uniform measure of this nature.

(The Resolution was adopted.)

Resolution re Pure Food Law.

WHEREAS, the chief analyst of the Inland Revenue Department has recently drafted Food standards to govern the manufacture of all food products.

AND WHEREAS, up to the present time comparatively few of the 200 or more firms affected have had an opportunity of studying the proposed measure,

BE IT RESOLVED, That the Canadian Manufacturers' Association in Annual Convention assembled does herein urge the Department to furnish each firm with a copy of said draft, and

BE IT FURTHER RESOLVED, That the Department be requested not to enact any legislation of this nature until after the session of 1910 so that all affected will have had an opportunity of expressing their views.

Mr. Robins: I speak very feelingly about the interference of the chemists in a matter of this kind. The interference of Dr. Wyley in Washington has cost nearly a million dollars through his undertaking to apply chemistry to a matter to which it should not be applied. There are a great many manufacturers who have been injuriously affected through precipitant action on the part of the chemists. I hope profiting from that experience our Government will be extremely careful in allowing chemists to interfere with food supplies.

Mr. Litster: I might say that we sent in this resolution thinking a resolution from the Canadian Manufacturers' Association at large would be a great aid in helping us to get copies of that report, because, as Mr. Robins has said, I have known one case on the other side where in importing stuff which did not come up to the standard in that it did not contain the desired proportion, but was absolutely pure, where the manufacturer lost $40,000 or $50,000. We would like very much to have this resolution passed to help us to get these reports from the Government before they try to put in force such drastic measures on this side of the line.

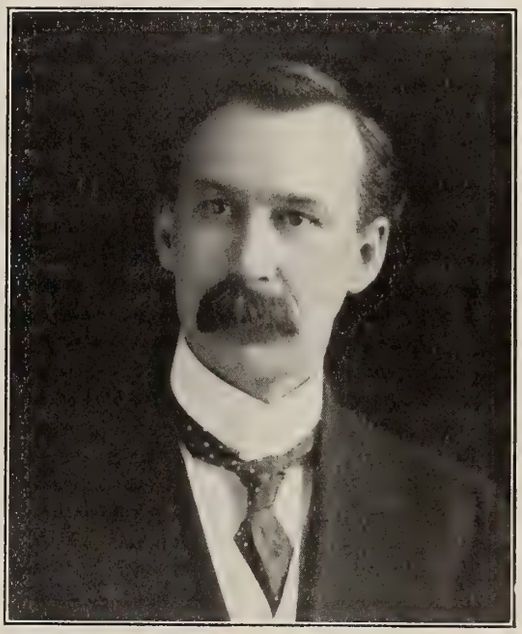
(The resolution was adopted).

Resolution re Logs and Pulpwood.

The Pulp, Paper and Lumber Section of the Canadian Manufacturers Association submitted the following resolutions:

RESOLVED, That the policy of the Quebec Government in prohibiting the export of logs and pulp wood from the Crown Lands of the Province of Quebec is endorsed, and it is urged that action thereon be taken without delay so that the prohibition take effect as soon as possible.

Mr. McNaught: I would like to make a protest against that kind of resolution. I raised objection to it when that resolution was railroaded through at the last Convention. This is a double edged weapon which is going to cut two ways, and if the Dominion of Canada or any of the Provinces seek to prohibit the exportation of our natural products to other countries, I don't know where it is going to end. In my



MR. J. S. McKINNON
(S. F. McKinnon & Co.)
Chairman Toronto Branch, 1909-10.

opinion it will end in a retaliatory war which will be very disastrous to us. Here in Ontario we are in a little different position from Quebec. Take coal, we are entirely dependent upon the United States, and if we are going to take on a war of this kind with the United States, I don't know where it is going to end, and we will probably get the worst of it. It is quite true that Quebec can get its coal from the Maritime Provinces. We are bound to get ours from the United States. While I quite approve of Quebec or any other Province placing such restrictions upon timber, etc., I don't think this prohibition of imposing export duties on goods going out of the country is a sound principle, and I wish to voice my objection again and have it put on record.

Hon. J. D. Rolland: We do not want our country to be divested of its water powers by culling its timbers and making bare its land.

Mr. McNaught: When you say that if you cut any timber in the Province of Ontario you must pay an export duty, it is a different proposition altogether.

Mr. Davis: I think we misunderstand what the Quebec Government are doing. I understand they are proposing to enact similar legislation to that enacted by this Province sev-

eral years ago, and if that is so, I think it is to the best interests of this country.

(The resolution was adopted).

The Secretary read the following resolutions, which were adopted:

Ask Federal Action.

RESOLVED, That this Association favors the prohibition of the export of logs and pulp wood from Canada and respectfully requests the Dominion Government to enact the necessary legislation to prohibit such export.

Approve Conservation Commission.

RESOLVED, That we appreciate and heartily approve of the beneficial action of the Dominion Government in establishing a permanent commission for the conservation of the natural resources of Canada, and urge that the local Governments of the various Provinces be asked to assist and to co-operate in these matters and also to provide effective protection against destruction of the forests by fire.

Re Duty on Lumber and Shingles.

RESOLVED, That in view of the change in the tariff on lumber and shingles recently made by the United States, the Canadian Manufacturers' Association heartily endorse the resolution adopted by manufacturers of lumber and shingles at a recent meeting held in Vancouver, B.C., same being as follows:

Item 502—That the words "shingles of wood" be struck out.

Item 503—Planks, boards, beams, joists, and similar timber or lumber of wood, n.o.p., when not otherwise manufactured than sawn, split or cut, whether creosoted or treated by any preserving process or not—Free in all tariffs.

Item 504—Planks, boards, beams, joists, and similar timber or lumber of pine, not elsewhere specified, spruce, cedar, fir, larch, hemlock or tamarac, when not further manufactured than sawn or split, whether creosoted or treated by any preserving process or not—General Tariff rate $1.25 per M. ft. board measure.

Item 504A—Shingles of wood—General Tariff rate 30c per M.

Item 504B—Laths of wood—General Tariff rate of 20c per M. pieces.

Item 504C—Clapboards of wood—General Tariff rate $1.25 per thousand superficial feet.

Item 504D—Pitch or Southern pine, when imported by manufacturers of agricultural implements, or spar manufacturers, for use only in their own factories in the manufacture of agricultural implements or spars—Free in all tariffs.

Shipbuilding in Canada.

WHEREAS, With the growth of Canadian commerce and the development of our great transportation systems, an enlarged Canadian merchant marine becomes more and more a necessity, and

WHEREAS, The rich resources of the Dominion and her magnificent waterways and harbors have specially fitted her for the industry of steel shipbuilding,

BE IT RESOLVED, That this Association should again urge upon the Dominion Government the wisdom of extending such substantial encouragement as will insure the immediate promotion and building up of the industry in Canada.

Mr. Paterson: You are rushing through a lot of resolutions there that we have not had any opportunity of considering. I think these resolutions should have come before us before; that we should vote on them as they are read off now, and vote yea or nay, I do not think is right.

The President: These resolutions have all been submitted and approved of by the Committee on Resolutions; they are not being hastily rushed through.

Mr. Paterson: That may be the opinion of that Committee, but it may not be the opinion of the whole of the manufacturers.

Mr. Rowley: I would like to say, being on the Committee on Resolutions, that so far as I know, all these resolutions have been before the Sections, and have been dealt with by the people most interested in the subjects, and who know most about them. Some of the remarks made here to-day about railroading resolutions through, and about assuming that the people who are interested in these industries don't know what they want, seem to me to be quite uncalled for; and it seems to me that those who have, for example, certain sections of trade and commerce under their special review, ought to know what they want, and if they do know what they want and take the time and trouble to prepare these resolutions, while there is no objection to a discussion upon them, I don't think it is quite fair to say they are being hurriedly put through, or being put through in an unseemly manner. So far as the one about the pulp and paper section is concerned, that has been before the Association for years and years. To us who are interested in that trade, and who read the papers, it is increasingly becoming important and necessary that our forests and water powers should be preserved. As to the coal question, anyone who understands that, knows that it is practically the only thing that we desire as Canadians to have reciprocal relations with the United States as to; and, in my opinion, the action that this Association is taking now, will, if anything, bring the United States to understand that we have got something they want, and that we have got only one thing on which we can come together and have a fair and square reciprocal arrangement, and that is coal. If we had free coal, the question would be solved to a great extent for the manufacturing facilities of the centre and the east and west of Canada.

Mr. McNaught: I did not refer to anything at this present meeting. What I said was it had been done before, and on the very question Mr. Rowley referred to last year, this question of pulpwood. It came before the Resolutions Committee, and we called in all the experts in the Convention, and a resolution was framed by the Committee in regard to it, which was approved. Later on we found a resolution brought in and passed by the Convention that was never passed by the Resolutions Committee. That is what I referred to, and I think I was quite right. I quite agree with Mr. Paterson in some respects; it seems to me we ought to have more time on these resolutions.

Col. J. B. Maclean: I don't think Mr. Paterson intended to insinuate that they were being railroaded through, but they were being put through without the majority of the members of the Association being familiar with them. Let me suggest that at future meetings these recommendations be printed and distributed so that as they are being read, or before they are read by the Secretary, the entire membership of the Association present could read them and be familiar with them, and they could, if necessary, discuss them more intelligently.

The President: We have a cablegram which we would like your approval to send to Mr. Alexander, the Canadian delegate to the Chamber of Commerce, now sitting in Sydney, extending an invitation to the Congress to hold its next meeting in Vancouver. Mr. Murray will read it.

The Secretary read the cable as prepared.

R. H. Alexander, Sydney, N.S.W.:

Canadian Manufacturers Association Convention through you sends greetings and cordially invites next Congress be held Vancouver, B.C.

Mr. Hendry: I have been attending those Chamber of Commerce meetings since 1892 in London and elsewhere, and I think they are doing a great deal towards the unification of the Empire. Vancouver is now becoming more prominent than it was, and we wish to make it more prominent by having the meeting there if possible, and if this is sent, I think it will show that the members of this Association consider it a good place to hold it, and it would strengthen our hands in Vancouver.

Mr. Phillips: I think we hardly ought to put that Vancouver part in. I was hoping there would be a resolution sent to the Chamber of Commerce, but I think it ought to be solely from the Canadian Manufacturers' Association, without any suggestion whatever. I think we ought to leave that word "Vancouver" out.

Mr. Gourlay: The manufacturers only represent one section. We have had no conference at all with the Boards of Trade and Chambers of Commerce in this matter. It occurs to me that we ought to work unitedly, when we invite a gathering as great as this is, to make Canada the next place of meeting.

Mr. Stanley: Might I suggest that we simply endorse the invitation to Vancouver, and let it go at that?

Mr. Hendry: I think we might make it merely an invitation to Canada.

Mr. Gourlay: I am strongly opposed to that resolution going. That implies perhaps an expenditure of $50,000. The programme of the undertaking in Australia and New Zealand has been under my notice, and the money that has been spent in entertaining those delegates runs into a large sum of money. As I said, we are only a section of the interests that will want to meet there, and we have no right to take a line of action unless we are prepared alone to finance the matter, and also prepared to come into antagonism with such important Boards as the Montreal Board of Trade, and Hamilton and Toronto. I think we are acting too hastily in inviting them. I would like to have seen it done, but I would like to have seen it done as it ought to have been done, by the trade interests of Canada, and, if it is necessary, I would move in amendment that we simply send greetings from this Association to the Assembly.

Mr. Ellis: Where we make the mistake is, in doing the inviting, because if we do the inviting, we must take the responsibility of bearing the expense. The Vice-President is asking us to endorse the invitation which has been sent, and with a view of helping our Vancouver friends, I would suggest we send a cable expressing the hope that the invitation of Vancouver will be accepted by the Conference.

(This suggestion met with the approval of the Association, and the Secretary was instructed to send a cable in accordance therewith).

The Secretary read the following resolution:

Woollen and Knit Goods Section.

WHEREAS, The growing of wool and manufacturing it into fabrics are indigenous and essential industries to Canada, and

WHEREAS, It is important that wool growers should have places and facilities for assembling, sorting, and marketing their wool, and

WHEREAS, The printed report of the Government Commissioner to Great Britain has confirmed the statements made by the Canadian woollen manufacturers, and

WHEREAS, The Right Honorable, the Premier, at the Banquet in Montreal last September, stated that the Government would appoint a further Commission, if desired by the Canadian Manufacturers' Association, on which the Association would have representation,

BE IT RESOLVED, That the Dominion Government be and are hereby requested to immediately have a thorough enquiry made as to the cause of the decline in the growth of Canadian wool, and the failure of so many Canadian woollen factories, and that, owing to the serious condition of the woollen industry, the Government be urged to devise without delay, a policy by which, in Canada, the growing of wool will be fostered and its manufacture into fabrics be encouraged.

Mr. J. P. Murray: Yesterday we passed a resolution in favor of a Tariff Commission, and here is a splendid opportunity for the Government to give a Tariff Commission a trial.

The Resolution was adopted.

Mr. Hendry Declared Elected.

The President: Here is where my duties as President cease, and I have very much pleasure in handing over the reins of office to Mr. John Hendry, who has been elected President of this Association by acclamation. (Applause).

Mr. Hobson here left the chair, and it was taken by Mr. Hendry, who was greeted with prolonged cheers.

Mr. Hendry: Gentlemen, all I am going to say to-day is that I thank you very much for the honor of being elected President of this great Association. My only hope is that I will be able to show during the next year that I have followed in the footsteps of my predecessors, especially those of my late predecessor, Mr. Hobson. Again, I thank you for the honor. (Applause).

Mr. Rowley, First VicePresident.

The Secretary presented and read the Scrutineers' Report re Election of Officers for the year 1909-10: First Vice-President, Mr. W. H. Rowley, E. B. Eddy Company, Limited, Hull, Quebec. (Applause).

Mr. Rowley: Let me first of all formally thank you, Mr. President, and pay my respects to you as my superior officer, and add my personal congratulations on your elevation to the very important office of President of this splendid organization. Having full appreciation of the grave responsibilities and of the duties of Vice-President, and of the importance of the work to be done by one holding this office, you may be sure of my hearty and loyal support, as also of my best services when called upon to act. To you, my fellow-members, my thanks are due for electing me. I promise you it shall be my aim and pride to fill the office of Vice-President of the Association with honor to myself and profit to you. My business address is Hull, my home address is Ottawa, at one or the other of which any of you can readily communicate with me at all times, and at each of which I shall always be glad to welcome any that may be in our neighborhood.

Now, let me thank you one and all for having done me the honor of putting me second in command. I shall work hard to deserve a continuance of your confidence, and be worthy of your support. (Applause).

Provincial Vice-Presidents.

The Secretary announced as Ontario Vice-President, Mr. J. P. Murray, Toronto Carpet Manufacturing Company, Toronto. (Applause).

Mr. J. P. Murray: Mr. President, I don't think they want to hear from me. I thank you very kindly. It is really the textile interest that is represented in this election, and I will do what I can to further the interests of the Association.

The Secretary announced the following:

Quebec Vice-President.—W. A. Marsh, Wm. A. Marsh Co., Limited, Quebec.

B. C. Vice-President.—W. H. Barker, The B. C. Packers' Association, Vancouver.

Manitoba Vice-President.—T. R. Deacon, The Manitoba Iron Works, Limited, Winnipeg.

Nova Scotia Vice-President.—J. P. Edwards, The Londonderry Iron & Mining Co., Londonderry.

New Brunswick Vice-President.—James Fleming, St. John, N.B.

Prince Edward Island Vice-President.—Hon. F. L. Haszard, Charlottetown Condensed Milk Co., Limited, Charlottetown.

Alberta and Saskatchewan Vice-President.—P. Burns, P. Burns & Co., Calgary, Alta.

Chairmen of Committees.

Parliamentary.—J. O. Thorn, The Metallic Roofing Co., of Canada, Limited, Toronto.

Commercial Intelligence.—Stanley Pettit, Delany & Pettit, Toronto.

Reception and Membership.—C. M. Murray, Chapman Double Ball Bearing Company, Toronto.

Technical Education.—J. F. MacKay, The Globe Printing Company, Toronto.

Tariff.—R. O. McCulloch, The Goldie & McCulloch Co., Galt.

Railway and Transportation.—J. R. Marlow, Canada Cycle & Motor Co., Toronto.

Insurance Committee.—To be elected.

Industrial Canada.—To be elected.

The President: The next thing is the Annual Meeting.

The Secretary read telegram from Vancouver, from the President of the British Columbia Branch, and said:

Our usual custom is to refer the selection of the place of the Annual Meeting to the Executive Council. In fact, it is so prescribed in the by-laws, but the matter is always open for discussion.

The President: I might say for the Local Branch of Vancouver that they have expressed their wish that you should meet in Vancouver. There is going to be an excursion next year, and we can have the excursion and hold the Convention at the same time. If you come, we will take good care of you. I hope if you do not decide at this Convention, that the Executive Committee will decide to hold the meeting next year in the West.

Vote of Thanks to Officers and Officials.

Mr. Ellis: I don't think that this organization should close this Convention without stating that we all appreciate the fact that there are three great and important events in this Dominion that affect trade and commerce; one is the address of the Finance Minister of Canada; second, the addresses of the Bank Managers representing those Banks whose ramifications cover the entire Dominion, and, third, and not the least, the decisions of a great body of industrial representatives such as this organization represents, which is the only Dominion organization. Without belittling in any way the legislative bodies or the various Boards of Trade, we must still recognize that this organization occupies a supreme position. Without prolonging these remarks, I just wish to say that the organization requires, and has always had, in its employ men of the greatest possible ability in the various lines that they have to do with. I don't think we should separate without expressing our appreciation and extending our thanks to the very able employes we have been favored with for their devoted services. I trust we will give that our unanimous support. I want to say, further, that we separate from Hamilton with the feeling that we have received the most royal reception. (Applause). We made no mistake in coming to the home of our Past President for this Convention, and it will leave in the memory of many of us another added to the successful Conventions within the history of this organization, and I am sure each one of us will carry away with him the most pleasant recollections and the greatest feeling of appreciation of the very able and devoted services of our Past President, who has presided over this meeting.

I now ask you to have this Convention express their thanks and appreciation of the faithful services rendered to us by the capable staff of employes who are to-day in our service.

Hon. J. D. Rolland: It is with pleasure I second the motion of Mr. Ellis, and I have no doubt we shall make it a unanimous vote.

Mr. McNaught: I was going to get on my feet to propose the vote that Mr. Ellis has so eloquently done, but I would like to say this, that the motion hardly appears to be just what we want. I think we ought to have a vote to Mr. Hobson, the retiring President, and also a vote to our splendid Secretary, Mr. Murray, and his staff.

I would move a hearty vote of thanks of this Convention be given to our retiring President, Mr. Hobson, for the splendid way in which he has performed the duties of his office during the past year.

(The motion was seconded in many places and carried with applause, after which three cheers were given for Mr. Hobson).

Mr. Hobson: Gentlemen, all I am going to say is, I thank you.

The President: Mr. Ellis' motion is now in order, a vote of thanks to our Secretary and his assistants.

Mr. Ellis: I have very much pleasure, seconded by Hon. J. D. Rolland, in moving a hearty vote of thanks to Mr. Murray and his able staff of assistants for their devoted attention to the work of this organization.

The President put the motion, which, on a vote having been taken, was carried with applause.

Mr. G. M. Murray: Mr. President and members of the Canadian Manufacturers Association: I would be lacking in appreciation if I failed to express to you the deep sense of gratitude which, in common with all the members of the staff, I feel for the very kindly words to which you have just given expression. We have only done what it was our duty to do, we have only done what we have been paid to do, but I can assure you we accept the money with a great deal easier conscience when we know it is accompanied with words of this kind. We all esteem it a privilege, indeed, to be able to serve an organization such as the Canadian Manufacturers Association, and in that way to contribute our little share towards the forwarding of Canadian industries and the upbuilding of Canadian institutions, and I hope myself, and I think I express the wish of the other members of our staff, that we may long be spared to serve you in that capacity. Gentlemen, I thank you. (Applause).

The President: If there is nothing else to come before the meeting at this time, before we adjourn, I again wish to thank all the members of this Association, either present or not present, for the great honor they have conferred upon me in electing me to the Presidency. I again express the hope that I will be able to do my duty and carry the Association forward, with the able assistance of the Vice-President and the officers of the Association, in the same effective way that it has been carried on heretofore.

Now, if there is nothing else to bring before the meeting, we will adjourn.

The Convention closed at 1.15 with the singing of "God Save the King."

THE CONVENTION BANQUET

A Fitting Close to a Successful Meeting

NO feature of the Convention arrangements reflected more credit on the Hamilton Committee than the banquet. It was a great success in every respect. The presence of Lord Strathcona as a guest and speaker added distinction to what was, even without him, a distinguished gathering. At the head table with President John Hendry and Past President R. Hobson, were Hon. J. M. Gibson, Lieutenant-Governor of Ontario; Lord Strathcona, Canadian High Commissioner to Great Britain; Hon. Geo. P. Graham, Minister of Railways and Canals; Hon. Wm. Patterson, Minister of Customs; Hon. W. L. Mackenzie King, Minister of Labor; Mr. S. J. McLean, Member Board of Railway Commissioners; Mayor McLaren; Mr. J. S. Willison, and others.

The banquet hall was effectively decorated with bunting and flowers, and the large number of ladies who listened to the speeches from the gallery gave an added gaiety to the scene. During the evening Miss McCoy and Mr. Harold Hamilton sang most acceptably.

Mr. Hendry: Your Honor, My Lord and Gentlemen:—

It is fitting that I should take advantage of this occasion, which is the first function of the Canadian Manufacturers' Association at which I am privileged to preside, to give public expression to my deep sense of appreciation of the honor which has been done me in elevating me to the Presidency of your important organization. Personally, I regard it as one of the greatest honors which could be conferred upon me. But vain would I be, indeed, were I to take it entirely as a compliment to myself, for I realize that through me you but seek to accord to Western Canada that recognition to which it is entitled by reason of its ever-growing importance in the industrial and commercial life of our country.

As an Association, we are highly honored this evening by having as our guest one who has done perhaps more than any other living man in fostering the development of those great Western Provinces of which we are all so proud, one who has vigorously promoted their settlement, one who has helped to link them up with bands of steel to the older Provinces of Confederation, and one whose best efforts have at all times been directed with such splendid results towards the upbuilding of a strong Canadian sentiment, embracing in its scope all classes and all localities, and enthusing us with the realization of the fact that we are at length a nation. My lord, we welcome you most heartily to our table this evening. We welcome you for what you have done, we welcome you more for what you are, and in all your future labors in the cause of Canada and Canadianism you have our best wishes for health, happiness, and success.

Attitude Towards the Tariff.

To most of us it will be a matter of satisfaction that during the sessions just closed our Association has committed itself to the principle of tariff revision along scientific lines, and that in so doing you, as individuals, have expressed not only your willingness, but your desire that the facts should be known, and that the conditions necessary to the successful operation of our great national industries should be given the fullest possible investigation and publicity. As our motives in asking for a Tariff Commission have sometimes been misunderstood, permit me to say that we, as manufacturers, have no desire to profit either in tariff or in other matters at the expense of the rest of the community. All that we ask is a fair deal, and in asking it for ourselves, we ask it with equal insistence on behalf of the farmer, the mechanic, the miner, the fisherman, in short, for every producer in the Dominion.

The national resources of our country are such that even the best-informed and the most enthusiastic Canadians are not competent to grasp the volume of our unknown wealth, or the magnitude of the possibilities depending on their conservation and economic development. We welcome with satisfaction the action of the Dominion Government in appointing a Conservation Commission to report on the most effective means of preventing the unnecessary waste of our vast forests, the impairment of the sources of our rivers and lakes, the depletion of the untold wealth in our oceans and inland waters, the economical utilization of our enormous mineral resources, and generally to look to the future welfare and prosperity of our great country. We have the errors of the older nations to profit by, and the present activity of the great world powers to guide us. We sincerely hope that the work of the Commission will be the means of conferring great benefits upon our fair country.

Progress in Transportation.

Hand in hand with the settlement, development, and national growth of Canada, the extension of old and the inauguration of new lines of transportation, has made gratifying progress. In a few short years my Province on the Pacific will have not one, but three, lines of railway connecting us with our fellow-Canadians of the Central West, Ontario, Quebec, and the Eastern Provinces. Along with this development has come the establishment of new lines of steamships and the opening of new ports. The produce of the great western wheat fields is finding a new outlet by way of the Pacific Ocean, and in the years that are to come I believe we will see a great movement of traffic westbound from our great Prairie Provinces. This does not mean any lessening of the tonnage eastbound, but simply that Canada's requirements and Canada's products are increasing to such an extent that there will soon be sufficient traffic to ensure the development of all our ports.

An Imperial Responsibility.

As Canadian business men we are pleased to learn of the inauguration of measures for Imperial Defence. It may be that we have been slow to move in this direction, but we have come to a time when we want Great Britain to feel that the allegiance and support of her dominions across the seas means more to her than any alliance she can make with foreign countries.

> "Should e'er the Empire need us
> She'll require no chains to lead us,
> For we are Empire's children."

We are advancing farther still. We are ready not only for Imperial Defence, but for Imperial Commerce. Great Britain, like ourselves, is being gradually shut out from many foreign markets, and the time has come when British

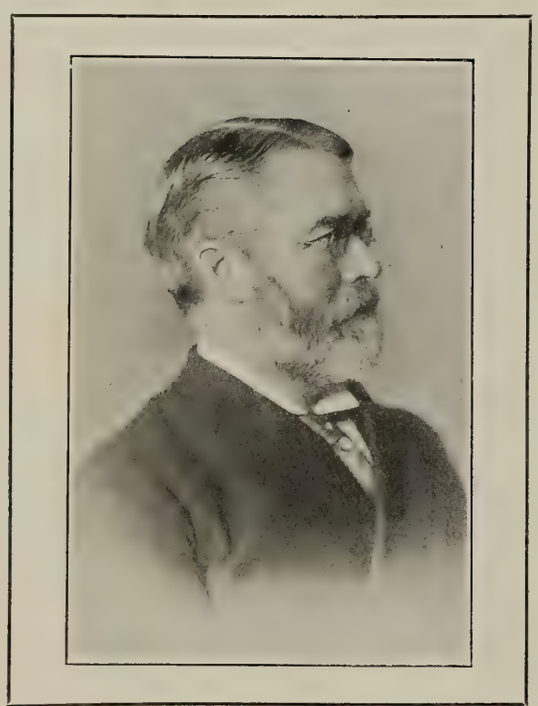
brotherhood the world over should reason together for the commercial good of every part of the Empire.

But it is not my intention to make any lengthy remarks this evening, for we have upon our programme a number of speakers whose addresses cannot fail both to interest and to instruct. Let me say once more that I thank you all most sincerely for the honor you have this day conferred upon me, and let me assure you that throughout the coming year it will be my constant aim so to direct the policy of the Association as to merit, in some small degree at least, the confidence which you have placed in me.

I will now ask our Past President, Mr. Hobson, to act as Toastmaster. (Applause).

Mr. Hobson Proposes Lieutenant-Governor.

Mr. Hobson: The first toast that it is my pleasure to propose to-night is that of His Honor the Lieutenant-Governor of the Province of Ontario. In Hamilton he needs absolutely no introduction. We have learned for many years to know



HON. J. M. GIBSON
Lieutenant-Governor of Ontario.

him as a man, one we can esteem, honor and look up to with the greatest of pride. Gentlemen, I ask you to drink to the toast of His Honor the Lieutenant-Governor of the Province of Ontario.

Reply of Hon. J. M. Gibson.

Hon. J. M. Gibson: Mr. Toastmaster, Your Lordship, Mr. President, Ladies and Gentlemen: I have accepted the invitation to come to Hamilton this evening with very much pleasure, in order to be present at the Annual Banquet of the Canadian Manufacturers' Association. The occasion is an important one, and it goes without saying that here I am very much at home. The toast, which has been so cordially received by you, is one of the formal preludes to the serious oratorical work of the evening, and I shall, therefore, travel not far by any means beyond a simple acknowledgment of the regard, of the respectful acknowledgment on your part, of the office which I have for the time being the honor to fill. I must, at the outset, congratulate the President-elect of this Association, who is now entering upon the discharge of his duties, but I cannot help, at the same time, complimenting and congratulating my old friend, although I refer to him and always think of him, as "young Bob Hobson," on his election to the Presidency a year ago, and the very able, efficient, and satisfactory manner in which the duties of that position have been discharged by him. (Hear! Hear!).

An Open Mind.

Tariffs and discussions of tariffs have never been very much in my line as a public man. Indeed, I have often felt some difficulty as to just where I might be considered to stand between the extreme free-trader and the ardent protectionist. Perhaps I am right when I say that the views of the last man who discussed any of these matters with me, to a very great extent dominated and governed my views (laughter), and with my open mind on the subject the conclusions from time to time arrived at in that way generally remained until the next fellow came along and convinced me that my impressions were entirely astray, and should be removed, and were, indeed, perfectly absurd. Fortunately, for one who has been admitting such an amount of wavering in opinion on these subjects, it has not been necessary for me to come to any very definite determination upon them in connection with my line of public duty, but in addition to that, I think I am safe in saying that the views of many men, the pronounced views of many people who have been in public life, have been modified from time to time, according to circumstances. (Laughter). The Lieutenant-Governor's views regarding most of the matters which form the subject of your deliberations and concern are, at all events, of very little importance, except in cases of grave emergencies. A Lieutenant-Governor has no right at all to have views of his own manufacture; he gets them ready-made, and he goes to the same concern at all times for them, whoever may be from time to time in charge of the business.

The Lieutenant-Governor as a Manufacturer.

Now, if it were proper to do so, but it is not, I would prefer very much to speak here as a citizen of Hamilton regarding Hamilton's resources and Hamilton's industries. I have been a manufacturer myself, or, at least, I thought I was, in the production or helping in the production of electric power in this city. That is an industry which was looked upon with great favor and popularity before it came into existence. (Laughter). After the experimental stage was passed, and it seemed almost possible that it would be a success, there were grave misgivings on the part of the public about the crowd who were engaged in that enterprise; and when afterwards it was proved to be a success, and the advantages, as we supposed, were given to Hamilton of cheap power brought from some 35 or 40 miles away to this city, then those of us who were concerned in that enterprise became absolute scoundrels. (Laughter). Of course, I am speaking now subject to correction, and more or less in a figurative sense. I might also state I have had some connection with the Street Railway of this city (laughter) officially, at least, but not very much connection financially, and so on with some other interests of a more or less familiar nature to you all. I observed, Mr. Toastmaster, in the course of your very able address the other day, which I read carefully, and the favorable public comments, from which I derived great satisfaction and pleasure, that you dealt to some extent with the subject of strikes. So did I in my time; and I am inclined to agree with your remarks regarding the transient agitator or fomenter of strikes. I drop the subject at that, and I think I am going to drop my speech almost at this point, because I am not here in my capacity as a private citizen, but simply in my official capacity as the representative of the Province, the product, I might say, of one of Hamilton's newest indus-

tries, Hamilton having gone into the business of making Lieutenant-Governors for the Province. (Laughter). It is true that this process of manufacture of this latest industry has been a pretty slow one; it has taken a long time to produce the present output of that industry in your humble servant as the existing incumbent. The raw material has been some fifty years under course of working-up and going through the various processes and stages of manufacture. It consisted of a young lad from the farm, who came to this city over fifty years ago to attend its public schools. Mr. President, you are a Canadian, and the Ex-President is a Canadian, and I have no doubt that most of the enterprising manufacturers who are present here to-night are Canadians born and bred. (Applause). Fifty years has made a great change in the aspect of this country. In our School Boards, Municipal Councils, Legislative Assemblies, and Parliaments, great changes in the complexion. Many of us remember when few of the members of any of these bodies were native-born Canadians. At the present time, not all, but the great majority of those who compose these public bodies, and, indeed, of those who occupy prominent positions of public trust in the country, are Canadians. We are building up a country which at the present time is in an important state of transition. To look into the future of Canada is at once to produce a feeling of enthusiasm. The great resources, speaking commercially and in a manufacturing sense, and with respect to agriculture, mining, and other interests, are being developed and worked out by native Canadians. Canada at the present time requires its best men in the councils of the nation, and, sir, not to be tedious or to detain you any longer, because I am as anxious as any of you to hear His Lordship and the other speakers of the evening, I think that the public service of this country will be all the more efficient and effective according as it is recruited from time to time from the ranks of the Canadian Manufacturers Association. I thank you, sir, for this courtesy. (Applause.)

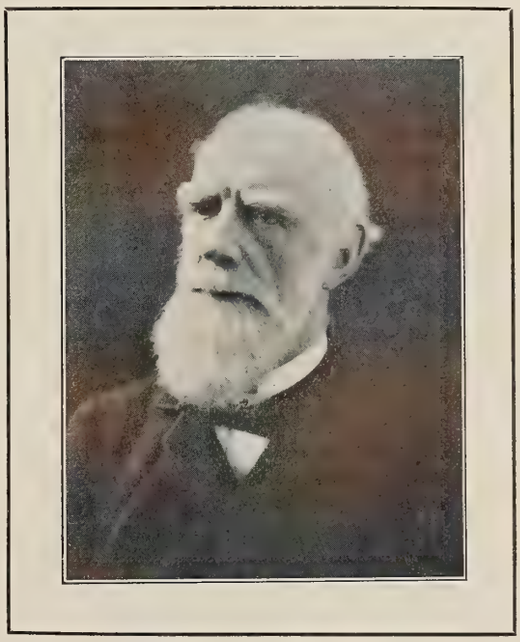
A Toast to Lord Strathcona.

Mr. Hobson: Mr. President, Your Honor, and My Lord, it is with peculiar pride and pleasure that I rise to propose the next toast, and that is to the First of great Canadians, Lord Strathcona. He needs no introduction to the people of Canada, for his name is a household word in every home from one end of the Dominion to the other. (Applause). No feeble words of mine can express, nor can anything that Canadians can do, the appreciation we have of the great work he has done for Canada. It is sufficient to say that his whole life-work has been for the advancement of this great Dominion. (Hear! Hear!). We welcome you, sir, here to-night, not only as the Grand Old Man of Canada, but as the Grand Old Man of the British Empire. (Applause). And it is our earnest prayer that you may be long spared to grace the position which you have so ably filled, and continue in the future as you have done in the past to help on the development of Canada, and our very best wishes and prayers are for you, for a long life yet to come. Lord Strathcona and Mount Royal.

Lord Strathcona, on rising to speak, was given an ovation.

Lord Strathcona.

Lord Strathcona: Mr. President, Your Honor, Mr. Toastmaster, and Gentlemen of the Canadian Manufacturers Association: It is indeed a surprise, an altogether unexpected surprise, equally as it is an undeserved honor, as I myself know, to be received by you as I have been so kindly and with so much consideration on this occasion. When I look around and find here amongst the members of the Canadian Manufacturers Association men of the highest distinction, and also gentlemen connected with the Government, I feel still more how much out of place I am in receiving from you this very great kindness this evening. While at my post in the good old Mother Country a few months ago, I had the honor of receiving an invitation to be one of the guests of the Canadian Manufacturers Association, I felt proud and greatly pleased, and I replied at that time, as I recollect, that if in Canada on the occasion of this dinner I would be most happy and would feel proud in being present at it, (applause) to join with you gentlemen of the Canadian Manufacturers Association and with the other eminent gentlemen here in congratulating ourselves that there is such an Association in this Dominion of Canada, and that we have in this vast country an inheritance which is well worth the best work that each and all of us can do in extending its usefulness, in adding strength to it, and in adding dignity to it. We all know that the work of this Association from its initiation has been of that character. I had the satisfaction and the pleasure of being present at a meeting of it in Great Britain, and we know how the people of that country were impressed with all they saw and heard of it; and with regard to Canada at that moment it was indeed desirable that such a visit be paid to



LORD STRATHCONA.

Great Britain, for I am afraid that of the some forty millions in that country there were comparatively few who knew Canada as it ought to be known, with a view of understanding what a grand country it is, and how it is that it is not only giving strength at the present moment to the Old Country, but that it will soon be in a position still more to do its part, and to do its part efficiently, in all that pertains to the best interests of the Mother Country, of the Dominion, and of the British Empire. (Hear! Hear!).

Mr. President, I did not come here to make anything in the shape of a speech. Little did I expect that it would be required of me to say even half a dozen words. This Association is composed of those who are doing a great work in every one of the industries of the Dominion, and that throughout the whole of the Dominion. It is true, as we have been told by His Honor just now, that you have also been instrumental in great measure in doing another work, a newer work, that of the industry of governing, in the name of the Province and of the Dominion, the great Province of Ontario. We are all delighted to hear, I am sure, and to know that His Honor, after an apprenticeship of some fifty years, has come to the high position in which he now stands, and in which he enjoys the regard and the best good-will of all the

people of this Province. I am pleased to be here this evening with him, and with the other gentlemen representing the Government of Canada, and I feel that as a very humble individual I ought to look upon it as one of the principal epochs in my life.

Growth of Western Canada.

I have just visited this country, or, rather, the western portion of the country, after an absence of some eighteen years, and having seen what it was some four and twenty years ago, that is, when it was first possible to go by railway line to the Pacific Ocean, and, taking as one example of it, the city of Vancouver, I recall that at the time it was a burnt patch of ground without a house on it, only, I think, some buildings in connection with a sawmill there, and to-day I find a city of 100,000 people. Not only so in population, but one having all the accessories of civilization and of everything that goes to make social life pleasant and enjoyable; a city which will compare even now well with any others of the Dominion of Canada; and if it is so in its infancy, what may we not look for in the near future? Not only is it so with Vancouver, but no less with the beautiful City of Victoria, on Vancouver Island, one of those places in the Dominion than which none can be better fitted for a residence for those who desire to have the best means of bringing their children up with them and of having them educated. But it is not so only with these two portions. Let us go on to New Westminster, a city bearing the name of the good old city of Westminster, in England, and you find there a people who have done much up to the present time, who are doing much now, and who, with the grand port they have there, will have in a very short time their fleets of merchant vessels and of steamers plying throughout the whole of the Pacific Ocean, not only to points within the Empire, but also to those of foreign countries, and who will thus add their quota in strengthening the Dominion as a whole, for we know what benefits one portion must benefit all the others.

The Middle West.

I had the opportunity also of seeing on this side of the Rocky Mountains, or, rather, before we came to this side of it, that beautiful growing country of Vernon, than which nothing can be more desirable for fruit-growing purposes on any part of this continent. When you come to the east side of the mountains you have Calgary, which only a few years back within my own recollection was, I think, known as Whiskey Point, because from the other side of the line some of our friends used to come to deal out, I do not know whether it might have been Scotch whiskey, but, at any rate, that which they would have been much better without. Now, it shows what a great country it has around it, and what an energetic people, in that it has a population of some seventy or eighty thousand, I believe. Going a little further north, something less than 200 miles, you have Edmonton, than which no more beautiful location could be had for a great city, and that it also will be a great centre of commerce, aided as it will be by those rich regions to the north, there can be no question. Then, again, coming somewhat further east, you have Saskatoon, which, among other things, is to have a University, which, I have no doubt, in a very short time will come to be a fair rival to those in the old lands in Europe; and while speaking of that, I must just go aside for one moment to a personal matter, in which I take very great pride—that by another University, that of Alberta, I had the high honor of being made a Doctor of Laws, and although it is a young University, yet I am quite as proud of it as I was when I got a similar degree from the good old cities of learning of Cambridge and of Oxford.

A Retrospect.

But is it not so that in everything you can look upon in this country, you see an advance, a miraculous advance. It looks like a dream to those who saw it some forty or fifty years ago. How much more must it be so to one, like myself, who, though not born in Canada, am one of the oldest of Canadians, having come to it almost three-quarters of a century back, 71 years ago; and surely, in looking back to that time and recollecting that then the exports of this country comprised hardly anything else than furs from that vast region of Rupert's Land, which has now been converted into the three Provinces of Manitoba, Saskatchewan, and Alberta—that vast region of Rupert's Land, where at that time, 70 years ago, and much more recently than 70 years, there was not one bushel of wheat or of other grain grown to send out of the country; hardly one for the sustenance of the people within the whole of that vast territory—recollecting that that was then the case, to-day what do we know? And we all know it, that in those three Provinces they will have during this year of plenty not less than from 110 to 120 millions of bushels of wheat alone, not to speak of the other cereals, and not only of wheat, but of the finest description of wheat; wheat of the finest quality that is to be found all the world over, and which in the market of London fetches the highest prices.

The Importance of Fort William.

We have, then, coming further on, Fort William, a great port at the head of that great sea, Lake Superior, which will doubtless rival any port on the United States frontier; and I had the very great pleasure of congratulating the citizens on the great advance they are making there, like all the other cities. It brought to my mind that in former years, 100 years and more ago, it was a place of great consequence; it was second then only to the cities in that day of Montreal and Quebec. That was even before the city of Hamilton had an existence, or even the city of Toronto, when it was the rendezvous from all parts of the Northwest for that great Company, the Northwest Company, who sent their men throughout the whole of that country, and who did in their way a most excellent work as pioneers in preparing Canada for what it is to-day. That Company, the great Northwest Company, amalgamated afterwards with the Hudson's Bay Company, and, I think, that by those who have given consideration to the matter, it will be admitted that altogether they did a good work in the general interests of the country.

I, however, have trespassed upon your time far and away beyond what I ought to have done, and certainly as I had no intention of doing. I have to thank you, and I thank you most cordially from my heart, for your great kindness, and as I will again say, for your very undeserved kindness to me on this occasion; and I do say, with desire and with assurance, that I hope that this great Association of the Manufacturers of Canada will go on doing a work such as will be even greater and more productive of good in the interests of Canada in the future than it has been in the past, and I wish it and everything else that aids in the same direction, God speed. (Applause).

Transportation.

Mr. Hobson: The next toast I have to propose is that of "Transpartation," coupled with the name of the Hon. G. P. Graham. (Applause.) We are particularly fortunate in having that gentleman with us this evening, the gentleman who occupies the very important position of Minister of Railways under the Government. I now have very great pleasure in proposing the toast of "Transportation," coupled with Mr. Graham's name. (Applause.)

Hon. G. P. Graham.

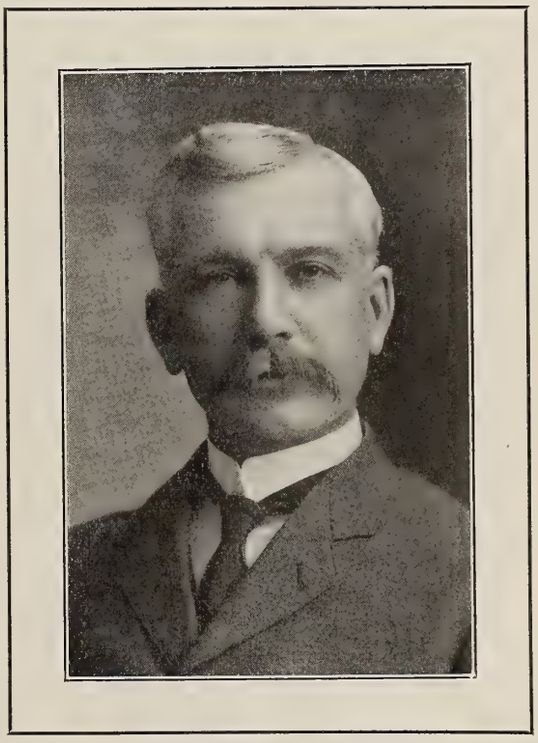
Hon. G. P. Graham: Mr. President, Lord Strathcona, Your Honor, Mr. Toastmaster, Ladies and Gentlemen: I assure you that I would very much prefer being in the gallery this evening (laughter), and it is a pleasure to know that all the good things are not before or behind, they are equally divided, about in the meridian of life, so to speak. Now, sir, I just want to say this to the ladies, because figures are not interesting—that is, the figures I make with a pencil—(laughter). We have to discuss some things in concrete as well as in generalities, but for the encouragement of the ladies in the gallery, who are all young ladies, I might say that I have raw material to present to you in the form of the Minister of Labor (laughter), raw material for the matrimonial factory, and if one of you, just one, I don't know which one, you will have to decide among you—if one of you will perform the task of manufacturing this raw material into a dutiful and domestic husband, you will do the Government of Canada a great service.

I am delighted, sir, to have heard the words of that eminent and grand Canadian, Lord Strathcona. His words encourage us who are in the thick of the fight, and doing what we think is best in the interests of Canada. I am sure it is a delight to welcome him back to look through the old factory and see what the boys are doing. It is also more than an ordinary pleasure to be here with His Honor, the Lieutenant-Governor. It seems to me I have met him somewhere before, (laughter) and he improves on acquaintance and I congratulate the city of Hamilton on providing the raw material at least, if they didn't conclude the manufacture, of one of the most popular Lieutenant-Governors this great Province has ever had. It is a pleasure, sir, to meet this Association in the city of Hamilton, because at the present moment in the present day the manufacturers of this country are looking with bright prospects to a great reduction in the cost of production through the use of electricity; and it is owing, to a large extent, to the courage and energy and pluck of certain citizens of Hamilton that electric development is at the stage in Canada it is to-day. It was encouraging to hear Lord Strathcona speak of the pioneers who went west and builded better than they knew; it ought also in their spheres to be encouraging to us to know that the pioneers who undertook and who undertake such works as investigation along the line of electric development are still with us, and I personally hope will reap largely the reward of their energy and pluck.

The Wide Scope of Manufacturing.

Now, sir, if you will pardon me, and I do not want to be too tedious, I wish to say that I would like to enter into the broader manufacturing field rather than confine myself to the Canadian Manufacturers Association. We, in Canada, are all manufacturers. The wives in this room are and have been largely the manufacturers of their own husbands' destinies, any husbands that minded what they said. The mothers are, to the greatest extent, the manufacturers of the destinies of their children, and I might say that sweethearts can, to a large extent, manufacture the frame of mind of their young men. Now, in the larger field we all are doing our best in a branch of the great citizen association whose duty it is to manufacture a nation and upbuild a nationality. You have your branch, Governments have their branch, agriculturists have their branch, trade and mechanics have their branch, and we all in our sphere occupy and are doing our work well or ill in this particular branch of the great manufacturing association that is endeavoring to build up Canada and develop and construct a nationality of which our children will be proud. (Applause).

The Dominion of Canada is in a most encouraging condition and position. A few years ago, and not so long ago at that, I fear it has not altogether departed from the minds of some people yet, we were considered as the property of the British Empire. To-day we are not so considered, but we are part proprietors of the British Empire, with equal rights therein. Canada in developing her resources and making the best of that grand heritage that Providence has given us, is working out her share, part of her share, of making the Empire great. What is the condition of Canada to-day? The pulse of a country, the success of its business, can be indicated largely by a test of the traffic, trade and banks. Now, if you will pardon me, I just wish to give you, and get rid of them, a few figures I have jotted down. Take the canals for instance. In regard to our traffic, it has been stated in the press during the past few weeks that the canal traffic this year had fallen off. Let me point out to you that that is most erroneous, and I have no idea where that story started. During this year from the first of May the increase in tonnage over last year is 8,327,966 tons, and by the end of the year I think we will



HON. GEO. P. GRAHAM
Minister of Railways and Canals.

be able to show that there has passed through the canals of the Dominion of Canada not less than a tonnage of twenty-five millions. When you consider that some ten years ago only five millions passed through our canals, you have some idea of the growing importance of that traffic, and of the necessity of providing for the traffic in the future. For after all, sir, while we have a Government Railway, while we have large interests in our railways, and they have much work to do, it is in the interests of the people of Canada that our great waterways be kept in proper condition, because they will regulate the rate at which goods are carried, particularly during the season of navigation.

Canada's Railways.

Then I come to the railways of Canada. The railways of Canada now include something over 24,000 miles. Per head of population Canada has been more courageous than any country in the world. We have to-day a greater mileage per head of population than any country under the sun. In 1900 the railways of Canada carried some thirty-six million tons.

In the year 1908-9, they carried sixty-five million tons, an increase of nearly 100 per cent., and, sir, the railways must be extended. The railways, where it is necessary, must be aided, and if you will pardon me, I want to drop this thought, that any policy that would prevent us getting the money to assist in the construction of railways would not be in the interests of the people of Canada or in the interests of the Canadian Manufacturers Association.

The Growth of Trade.

Now, let me refer to the trade for one moment. The trade in Canada had a little depression a year or two ago. We are rapidly recovering from it, and this country is recovering, I believe, more rapidly than any other country. We seem to have our business so founded, and our banking system in such a condition that we are enabled to withstand an attack of trade depression better than the majority of the countries, and we have not so much to recover from, because we did not get so far down in the scale. The betterment this year up to the end of July in the trade of Canada over last year, that is for four months as compared with last year, is $28,638,280. And, of ccurse, you will understand this as well as I do, but perhaps, lest there might be some young man in the audience who has not given it a thought for a moment, and thinks that our neighbors to the south are so much more progressive than we are, let me tell you man for man we do much greater trade than they do, man for man a much greater business. The United States per head of population has a trade of $42, and the Dominion of Canada a trade of $88. (Applause). And, sir, in this increase of business the manufacturers have had their share, for in the last ten years their exports of manufactures have increased from something like eleven million to about twenty-nine million, or 150 per cent. Taking it altogether, I am heartily in accord with what Lord Strathcona has said, that Canada is progressing rapidly, almost miraculously, and in the years to come it will, I believe, take its place among the nations of the world, and the entire world will be better because of Canada, both in the standing of its morality as well as in its business and material prosperity.

Now, let me refer to the banks as the last of these tests. The deposits in the banks are $688,893,565. In addition to this there are $64,515,365 credited to Canadian banks abroad, an increase in ten years in our bank deposits of nearly $430,000,000, with a seven million population. What country in the world can show a record of that kind? But, you say the money is locked up in the banks. To-day we have absolute proof that the money that has been deposited is not hoarded in banks, but spread throughout the country to carry on the commerce of this great country. On the last of August the money loaned out by the banks amounted to $794,187,604, an increase in ten years of the money in circulation of $540,000,000. Now, sir, there are just a few figures that I thought it might be well to put before the Canadian Manufacturers Association to point out that the progress of Canada is stable; it is not confined to any one locality, and not confined to any one business or any one calling, but as Canadians, altogether, we are having our share in the progress that comes from courage and development with the natural resources which we have to develop. (Applause).

Legislation of Aid to Shippers.

If you will pardon me for a moment, and I don't wish to give it any political turn at all, I want to point out to you some little legislation that has been passed in order to aid the shippers of this country, and when you aid the shippers you aid the consumer and the producer as well, and the Canadian Manufacturers Association must benefit, perhaps, as much as any other class. Now, a few years ago, before my time, the Government decided to appoint a Board of Railway Commissioners. (Applause). I have travelled somewhat during the past few months in the United States, in Germany, France, England, Scotland and Ireland, and I am prepared to state to-night that in no country in the world has any Government given as great powers to a body of this kind as has the Government of the Dominion of Canada. They have been doing a useful work, and I think you will admit with me that it is not unnatural that I should say that the present Minister of Railways, with his colleagues in the Government, is entitled to some little credit for selecting the present Chairman, the Hon. Mr. Justice Mabee, to preside over that Board. (Applause).

Reciprocal Demurrage.

Now, sir, one other item of legislation. For many years complaint has been made to the Government, through the Railway Commissioners, that the Railway Companies charged demurrage on cars you detained, but there was no resource for the shipper if the railway did not provide him with the cars when he needed them. During the last session an amendment was made to the Act by which, if it is shown to the Board of Railway Commissioners that the Railway Companies have discriminated against any locality or against any man in providing cars when he needed to make shipments, the Board of Railway Commissioners can compel the railways to pay demurrage to the shipper. Then, sir, in addition to that, the Express Companies, the Telegraph Companies and Telephone Companies have been put under the jurisdiction of this Board, and what to my mind is very important, as electrical development proceeds, is that amendment made last year by which the Board has been given the power to compel trunk telephone lines to allow local telephone companies to make connections with their trunk lines. Heretofore it was impossible for a local telephone company, wherever organized, to do any business outside of its own sphere. Under the Act now, if a local telephone company is organized, it can, by applying to the Board of Commissioners, get connection with the trunk line so that any subscriber having a local phone can talk anywhere that the trunk line of the Bell Telephone Company reaches.

There is one other item of legislation, with which I think you will all agree, and that is the attempt we are making to eliminate a great deal of the danger at level crossings throughout the Dominion of Canada. It is true that a great many of the accidents that occur at level crossings could be obviated if the people themselves were very careful, but in this country where we move so fast, and think so fast, and develop so rapidly, people have to be sometimes protected against themselves, and in eliminating so far as possible the danger of level crossings we are not only protecting the public who look after themselves, but we are trying to protect the public who are not careful in looking after their own lives.

Our National Railways.

But leaving that for the moment, this country has undertaken great transportation problems. The Grand Trunk Pacific Railway you all know; that has been discussed; both sides of it have been laid before you time and time again, and I will not discuss it here. The President has returned, fully satisfied with the magnificent progress that is being made, and with the magnificent quality and standard of road that is being constructed. The great C. P. R. connects Canada from ocean to ocean, and also across both oceans. Recently I had a trip on one of the steamships belonging to the C. P. R., and I want to say to you now, quietly and calmly and kindly, when you are going to Europe, go by the "Made in Canada" route, just as you want us to use your "Made in Canada" goods. (Hear! Hear!) I met several

leading members of this Association in London, and they went by New York, and they came back by New York, and I am happy to say that the mails that came over on the *Empress of Ireland* beat the mails to Toronto that came by New York. It is just live and let live, gentlemen. I see some of you gentlemen here that I saw in London. I am just speaking gently to you. Then, sir, in addition to these two lines there is another line of railway, the Canadian Northern, which, in a few years, will have its different links connected, and will make another transcontinental line. Then, as was told you to-night, there is a transportation experiment being tried from the east to the Pacific Coast across Mexico, and thence to the European market.

Management of Intercolonial.

Then, we have another project in mind, and that is the construction of the Hudson's Bay Railway, to take the products of the west to the European markets direct from Hudson's Bay. Now, that line is going to be constructed, never mind what anybody says, and I have a report that I expect will be before me in two or three days concerning it. Then, sir, in addition to that, if you will pardon me just for a moment, I want to mention another line which is constructed, which has been greatly maligned, and that is the Intercolonial Railway. Let me tell you that any of you who have not travelled over it don't know anything about it. I am prepared to leave it to good judges like Lord Strathcona, or to any railway man you will select, and I am prepared to take his verdict in proof of the statement I make, that there is no railway in Canada to-day that gives better service than the Intercolonial Railway. Recently I have made some little change in the method of managing it, and appointed a Managing Board. How it is getting along I am not going to say till the proper time comes. This much I do believe, that the road will continue to be well managed. I have my difficulties, as you can understand, or you would if you came to my office. But, notwithstanding all these difficulties, I believe the management of the Intercolonial will prove to be a success, and that that road will continue to be of great service, not only to the people of the East, but to the people of the West, for every person who sends a dollar's worth over it to Halifax, or any passenger that goes or comes from Halifax must come over a portion of the Intercolonial Railway.

Our Canal System.

Now, you asked me for a word about the canals. Let me see. I have always had a theory about canals, that is of recent years since I gave them any study; it is this, that Canada ought to do her own carrying trade through her waterways, and quite a portion of the United States carrying trade as well. The reason for that is this, Canada owns the gateway from the Atlantic Ocean up the St. Lawrence. After you reach the town of Cornwall going east, the United States does not touch the great St. Lawrence route, and for hundreds of miles from there down to the Gulf of St. Lawrence it is Canada on either side. We own all the way, and it ought to be our duty, and I believe it will be, to take all the advantage possible of our natural situation and develop these waterways. I hope we will carry our own goods and give a rate to compel the trade of the United States, a portion of it at least, to come to us. With the Welland Canal deepened to twenty-five feet, even with the St. Lawrence Canals at their present depth, we can give a rate of freight on wheat from the west that the Erie Canal, which is twelve feet, can never touch in point of competition, and never would be able to. If the Georgian Bay Canal were constructed we would have a still stronger lever; and, sir, if the people of Canada have done what has been said by a prominent member of the great International Waterways Board in New York, that Canada has spent dollars where the United States has not spent dimes in the development of our waterways, and that is true, what Canada has started to do I say we as Canadians should carry out, and we should let nothing stop us from taking the fullest advantage of the great heritage we have, and of the great natural advantages we have. (Applause).

A good deal has been said about the Trent Valley Canal. Let me point this out to you, in travelling through Germany I found the same identical principles for the extension of the canal system laid down as have been adopted in the Trent Valley. They are canalizing the rivers, joining their rivers, making waterways from north to south, and east to west in Germany, and wherever there is a possibility of making a waterway they lower their rates of freight for developing the coarser trade. Outside of the great cities they are extending their canals and giving the people the benefit of the lowest possible rate. Germany is a great country, and is developing trade rapidly, and it is not a bad idea for us to consider what she is doing in her canal system, and to apply it, to a certain extent, to our own.

Need of Better Roads.

There is one point in our transportation we are neglecting, not wholly it is true, but the people at home are neglecting it at their own door; we are forgetting somewhat the great necessity of improving the transportation from the door of the producer to the railway station. The roads of Canada are not what the roads ought to be, and I am glad Provincial Governments have been and are still working on this problem. It ought to be the duty of every manufacturer, it ought to be the duty of every public man, in discussing the transportation problem, to endeavor to impress on the minds of the people themselves, that while Governments may do a great deal, they may aid in guaranteeing the bonds, they may aid in subsidies for the purpose of building the lines, that the initial point of the transportation problem to be solved lies at the door of the producer, and between his door and the station. Let us have better roads, let us approach as near as possible to the roads of Great Britain, and we will find that great money can be saved to the people directly interested in the work of production. (Applause).

Business Men in Public Life.

The country is a large one. I will not dilate upon that, but we have a large work to perform. I want to say this as a public man, that possibly we devote too much attention to each other instead of devoting it to the public business of the country, but I believe that the people, the members of the different Parliaments in this country, whatever their conditions may be, are earnest in endeavoring, as they should be, to work out the great problem of Candian Nationality. We ought to unite for that purpose. It is your business and my business. Young men particularly, it is your business. Look at the example set by the illustrious gentleman to my right (Lord Strathcona). Take courage from what he has done and what he has become. Let me say to the young men, there is no country under the sun to-day that affords better facilities for the development, for the use of your talent and energy, than this part of the British Empire, the Dominion of Canada. (Applause). If you cannot make a living here, then if I were handing out the livings, there wouldn't be any for you. Canada offers great advantages to the young men. Let her young people stay home, stay in this country, take up their full duty as citizens. Do not shirk from public duties. I was glad to hear what His Honor the Lieutenant-Governor said to-night. Do not shirk from taking your share in the Canadian manufacturing association of building up the nation. You have a public duty to perform that is not bounded on the north, east, south and west by the walls of

your factory or office; it is the duty of the manufacturers of Canada, when asked, to take their share in public life. Men who take public responsibility have to make sacrifices. Now, let me come closer. I have time and time again approached leading manufacturers, busy men, and asked them, "Will you be Mayor? Would you run for Mayor?" "Oh, I am too busy, get somebody else." "Would you take a chair on the Board of Water Commissioners, would you do something in the Council?" "Oh no, I am too busy, too much business!" What would become of the business of the country if everybody was as selfish as that? The same thing applies to public life. It is the duty of every man to sacrifice in his own interests, if nothing else, something of his time, something of his ability, and something of his energy, in order to carry out the great work in which we are all engaged, and without the accomplishment of which we will all be absolute failures. Now, sir, we have a duty to perform. We belong to this great class that are trying to do our best. Let us unite on a policy of activity for the benefit of the country."

The Tariff.

"Oh yes, hold on, you are running away, you are not saying anything about the tariff." Let me say mildly, because I am in the presence of the Minister of Customs, I dare not say much about the tariff, you can understand that; I am only a junior in the Government too—it is the duty of Canada to have a tariff for the benefit of Canadians. (Applause). We have different opinions as to what that tariff might be. We must always keep this in view, and I think you will agree with me, that so long as we adopt the principle of indirect taxation, and have our revenue raised from a tariff, the tariff must be so framed that it will give us a revenue. We cannot build canals, we cannot construct railways, we cannot give subsidies to steamships, we cannot have cold-storage vessels, we cannot do anything of this kind unless there is money in the treasury, and so long as we adopt and adhere to the system of indirect taxation through a tariff we must have a tariff that will provide us the money to carry on the country. There are great differences of opinion as to a tariff and something has been said at this meeting as to the attitude to be taken on account of the United States attitude during the past few months. If the time should come for Canada to act, I want to say this, I believe you will find that the Government, backed up by the people of Canada, will take a position of dignity, and will not be stampeded one way or the other by what any man or any country can do. (Applause). We have found new markets before, and we can find them again; (Hear! Hear!) and the Government that is active can do something, with the aid of the people of Canada, in finding new markets, and when finding them in providing so far as in them lies, a means of transportation which will take the goods of the people from the point of production to the point of consumption as quickly as possible, at a fair rate, and in good condition.

Now, sir, having said this, I wish to thank you for asking me to this banquet. We are all one as Canadians, no matter what our callings may be. Any man that does not work in Canada is a tramp or a loafer or something of that kind. We all have something to do publicly, privately, and in our own business. Let us so conduct our own department of this great manufacturing concern that we will live and let live, so that the object may be attained which I stated at the outset, that we will succeed beyond our expectation in manufacturing a nation on the northern half of the American continent, and rearing a superstructure of nationality that will be a credit to ourselves and a strength to the whole British Empire. (Applause.)

J. S. Willison on Canadian Industries.

Mr. Hobson: The next toast is that of "Canadian Industries," which will be replied to by Mr. J. S. Willison. (The toast was given.)

Mr. Willison: Mr. Chairman, Your Honor, Lord Strathcona, Ladies and Gentlemen; I recognize the hour is getting late, and in justice to the speakers who are to come after me, I must put most of my speech into the wastepaper basket and speak very briefly. I am divided to-night between a feeling of distress and a feeling of pride in my surroundings. When I look at Mr. Graham and recognize that a few years ago he was running a newspaper down in Morrisburg, and taking cordwood for subscriptions, and that Mr. King, to my right, was a junior in the office of which I was chief, and when I know that to-day I must touch my hat and carry my own valise when their private car goes by, I ask myself, what is coming to me and when is it coming?

The Passing of Free Traders.

Mr. Chairman and gentlemen, there are two changes in the natural history of this country for which it is difficult to find a satisfactory explanation. Forty or fifty years ago as we veterans remember, at a certain season of the year, great flocks of wild pigeons moved across the land flying so low that as we worked in the fields we could almost touch them with the hand; but they have gone, apparently not to return, and perhaps we have never quite understood the mystery of their going. So a third of a century ago another species of birds, which were called free traders, was very common in this country; they began to disappear between 1875 and 1878, but they were still found moving in great flocks down to the third week in June of 1896. Even four or five years later one of these birds was discovered down on the sea shore in Nova Scotia, and there is a rumor that one of the sub-species, known as a patron of industry was seen in a remote part of this Province. A few specimens have been preserved in the museum at Ottawa, commonly called the Senate, and I am told that they are still common in the west, but they are not numerous upon the whole; they fly feebly, and they are apt to be found in uncongenial associations or without any associations at all. We still have the language, it is used chiefly for platform and editorial purposes, and has absolutely no living relation to the actual and practical economic convictions or industrial conditions of the country.

Now, sir, I understand that the subject to which I am expected to speak briefly is "Canadian Industries," with, I suppose, agriculture excluded. It would be proper to exclude agriculture owing to the presence of Mr. Creelman, and the fact that it is the only Canadian industry in which I have had any practical experience. It is the opinion of some ungenerous critics, that the journalist speaks with the greatest assumption of authority on the subject of which he has least knowledge. But the day's work must be done, and the public must be enlightened. A newspaper, according to the municipal assessors, is not an industry, it is a moral or immoral hazard according to the way you look at it. No one who knew me in my boyhood would admit that I had any success as a farmer, and yet I think that in those rare moments in which I could be persuaded to exert myself in the pioneer industry, I could split rails as well as Lincoln, and use the hatchet as well as George Washington, but, of course, I know that no journalist could hope to enjoy the reputation for veracity for which Washington was distinguished. But Washington has been painted by the biographer, while I have only been painted by my contemporaries. When we are dead, Mr. Graham, and your Government is out of office, we may be credited with virtues that our perverse and incredulous generation never suspected.

Now, sir, I am sure that I am not expected to make an

enumeration of Canadian industries or to attack you with statistics. Mr. Graham has done very well in that direction, and has done it very well, but generally we turn from statistics after dinner as the average newspaper reader turns from the editorial page to the sporting department. Moreover, a journalist in the production of statistics is apt to employ the methods of the circulation department which have been known to excite some suspicion, while you know it would be inconvenient on an occasion like this to supply the necessary affidavit.

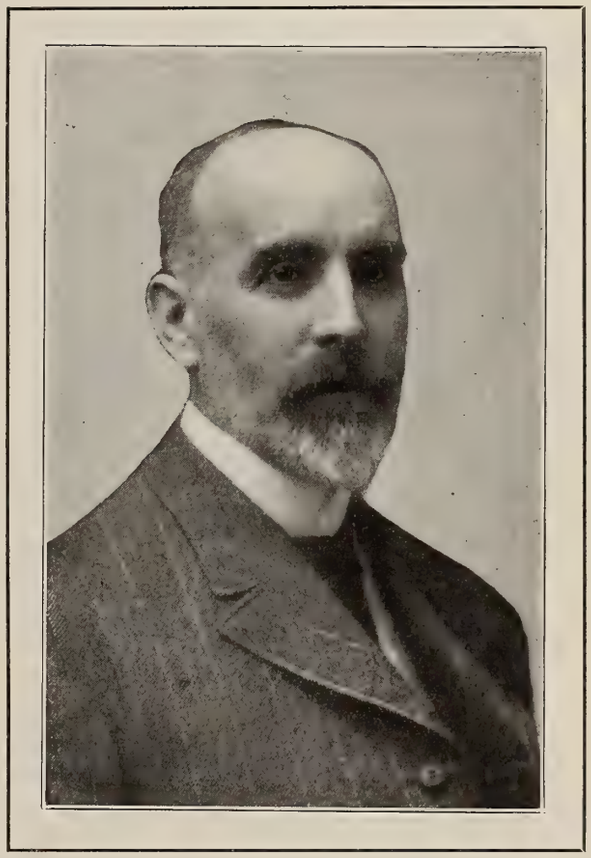
The Necessity of Manufactures.

We can, perhaps, all agree that the prosperity of Canadian industries is inseparable from the prosperity of Canada, and without success in manufactures no country can retain its population or achieve a commanding position amongst the nations. During all the years that I have had to do with the discussion of public affairs, a long time now, we have had an eternal quarrel over protection, and there has been a disposition to represent manufacturers as receiving every special consideration from the rest of the community. We have gone on the assumption that duties of fifteen or twenty or twenty-five or thirty per cent. were a direct money contribution to the manufacturer, and that these were all essential to enhance his profits. Sir, if that were true, this country never would have adopted protection, and the system would not endure for six months. The fact is that the system of protection as we have developed it in Canada is not a class policy, but a national policy. It was for national reasons that it was adopted, and it is for national reasons that it is maintained. Alongside of us we have a great and prosperous nation which applies something very like a prohibitory tariff to the products and manufactures of this country, and I do not question their right to adopt their own policy. They have great specialized industries, a high average of industrial efficiency, and an enormous consuming population, and one of two things must happen, either we must maintain manufactures in order to employ our own industrial population, or that population must seek employment in the industrial centres of the United States. When all is said, sir, a nation is a great family, and you can no more force the whole family to follow one pursuit than you can force a whole nation to follow one pursuit, and just as the head of a family endeavors to understand the inclinations, the aptitudes and the interests of his various members, so a wise and practical Government must consider every element of the population and secure its interests within the national boundaries. If we fail to do this our whole national experiment must end in comparative failure, and we must pay for imports of foreign manufactures with exports of Canadian citizens. Now, that may be all wrong according to the economic faith on which I was nurtured, but I have come to think, sir, that it is sound teaching and sound business and sound patriotism.

Protection to Industries General.

To-day every nation except Great Britain is organized as a great trading concern. The old Mother Country which, despite its economics, simplicity and fatuity, demands our utmost devotion, still hates to give up the notion that other nations are moving towards free trade or are about to proceed to move towards free trade; and while these nations glorify free trade for Great Britain they resolutely refuse to have it themselves, and they will not have it so long as the Mother Country fights with the lath of economic theory instead of the sword of retaliation. The patient submission of Great Britain to aggressive and triumphant trade rivals makes one think of Bill Hawkins' pup. Hawkins had a pup that was threshed by every dog in the neighborhood, but his pride and confidence in the animal never wavered. He explained that the pup was a great fighter, but was a poor judge of dogs. (laughter). Sir, self defence is as necessary in international trade under modern conditions as ever it was in the prize ring. Sooner or later the lesson Canada has learned must be learned by the Mother Country. (Applause).

And, sir, just as I believe that a wise and practical Government must adapt its legislation to foster native industries, so I believe that the great transportation systems of the country should so adjust their rates as to facilitate the trade between east and west and maintain good relations between the industrial east and the agricultural west. I do not say that there are not any grievances, but I do think that the Government has been particularly lax in this connection. I do believe that the whole question is infinitely worthy of the attention of the Railway Commission, of the House of Commons, of the Minister of Railways, and of the railways themselves, upon whom in our stage of development, and in consideration of



MR. J. S. WILLISON
Editor "The News," Toronto.

our geographical conditions, depend more vitally than upon any other agency, the issues of national progress and of national security. It seems to me, sir, and I will hurry to a close, that the sound policy for Canada is to prevent the export of its raw material, to make its natural resources the basis of home industries, and by commerce, adjustment of the fiscal system and the transportation system create mutual interests between the east and the west, and unite the whole people in natural and enduring national and commercial unity. One grows weary—and I can make this remark because there are none present—one grows weary of the pretentious virtue of the free traders and their high assumption of special knowledge of the purposes of the Almighty. I find no evidence that Divine favor is withheld from the nations that practice protection, or that the free trade prophets necessarily speak by Divine authority. It has been said, you know, that "if a thing happen not, nor come to pass, the prophet hath spoken it presumptuously, thou shalt not be afraid of him."

For half a century free-trade prophets have spoken presumptuously, and the nations which were to be ruined by free trade waxed mighty in wealth and power and population, and steadily overcame the ascendancy, the commercial supremacy of the one single nation which adheres to the free trade system. We can all understand free trade as a world doctrine, but for any nation to attempt to hold its own under free trade in a protectionist world is a vain fight against the gods. We all know, we have been told, that "if any provide not for his own, and especially for those of his own house, he hath denied the faith, and is worse than an infidel," and the sentence has just as much significance for nations as it has for individuals. My conclusion then is, that we will not send our forest products out of the country on terms dictated by Washington (applause); that we will increase duties or lower duties as suits our own interests; that we will not legislate to prejudice the position of Canadian industries; that we will not be intimidated into any material modification of our preferential relation with the Mother Country, and that we will develop and extend that relation as fast as, and as far as, a reasonable regard for the success of our own industrial interests will permit.

Our Duty to Our Country.

To Great Britain we owe much, to the rest of the world we own nothing, and we are not so chivalrous nor so stupid as to submit to the authority of maxims and theories which are neither good for ourselves nor for the Empire to which we belong. Canada for Canadians, Canadians for Canada, and all of us for the Empire. Whatever may be our faults of Government, and these exist only for those out of office, whatever our sectional difficulties, we are a happy and prosperous people of sound moral temper and robust national spirit, and it will be to our eternal discredit if we do not develop sound social and industrial conditions, set strong and deep the foundations of private and public integrity, make Canada a name of honor amongst the nations, so fashion the spirit and the structure of our institutions that all classes and conditions of men who may be privileged to live in this land will ever feel that God is good and His earth is kind. (Applause).

Mr. Harold Hamilton sang most acceptably.

Agriculture.

Mr. Hobson: Ladies and Gentlemen, it is commonly believed that the great enemy of the farmer is the manufacturer. To-night we have Mr. Creelman with us, who is a careful student of agriculture, and I believe he will be able to assure you that the farmer and manufacturer are not as far apart as some people would have us believe. Gentlemen, the next toast is that of "Agriculture," which will be replied to by Mr. G. P. Creelman.

Mr. Geo. P. Creelman.

Mr. Creelman: Mr. Chairman, Your Honor, Your Lordship, Ladies and Gentlemen: The previous speaker has said that juniors to him have risen to eminence and pre-eminence in this country and what is to become of him. Speaking for the farmers to-night, I feel that I don't care what becomes of me, having risen to the position where I have been invited representing the farmers, to speak before the Canadian Manufacturers Association. That is honor enough for me. I appreciate to the fullest extent, therefore, the privilege which is being accorded to me at this time, late as the hour is, in being able to say something to you as briefly as possible in connection with the business of agriculture, a business older than any other business except the business of manufacturing. There is an old couplet that comes to my mind, which used to be in one of our school readers, which runs, "When Adam delved and Eve span, who was then the gentleman?" As the manufacturers have been spinning or manufacturing since that time and we farmers have been digging and delving, it seems to me that leaving out the Minister of Railways and all railways, and the Editor of the News and all journalists, and all these new things that have come in between Adam and you and me, we may get back to first principles and say that if there is anything that has come between the manufacturer and the farmer in this or any other country, it may have been, to go back to that garden of Eden, from the same cause of discord, either his satanic majesty or his agents, either the tariff or tariff committees or something else, that has tried to separate the interests of the manufacturer from the interests of the agriculturist. We then meet upon a common ground, and I personally having supervision at this time of the Guelph Agricultural College, an educational institution, have pleasure in speaking to you, because in your wisdom you saw fit to visit us within the past year, and I am speaking to men before me who know something of the work at the Ontario Agricultural College.

What the College Aims at.

I am not going to detail the work we are doing there, but just in a few words I shall try to represent the constituency of the farmers in the Dominion of Canada, and more particularly in the Province of Ontario, my own district. We are, at the Agricultural College, endeavoring to take boys from all parts of the known world—from twenty-two countries last year in and outside of the British Empire, and to those boys we are endeavoring to give such instructions, and that only, as has been proven to be good practice on the best farms in this Province of Ontario; we are not endeavoring to inculcate into the minds of those young men who may come to us from the uttermost parts of the world anything further than the good ideas which have been worked out by our English, Irish, Scotch, French and German ancestry, who, as they have mixed together and their bloods have grown together, have built up this splendid Province of Ontario. We are just endeavoring to give the young men who come to us from these different parts the best ideas we can, which have come directly to us from the best farmers of this Province of Ontario. An agricultural College is not a place where the boy from the city or town or anywhere else may be taken and a good farmer made of him to place upon a good farm, but a college in the present acceptation of the word is an institution where a young man, already with good farm practice, may be taken and taught better methods so that he may go out and work along better lines than his father has been able to follow, and thereby build up the agriculture of this country to a still higher plane. For that reason we have turned down and turned back to the farm young men who have offered their services to us, parents who have offered to send their sons to us and pay their tuition and board, that they may get that practical idea of doing things, upon which structure they may build a superstructure whereby they may do things better than they were done in the past.

Increase in Productivity.

In this Province we have seen fit to establish in connection with the College an experimental farm, and it is to the products of that farm and the products and ingenuity of the men who have had charge of that work, that we owe to a large extent, in my opinion, the prosperity of a large percentage of the manufactures of this Province to-day. I say that advisedly, because I have statistics in mind which I know to be reliable, which tell me that notwithstanding the fact that we have had no appreciable increase in population according to the acreage in this Province of Ontario for a number of years past, we have within the past fifteen years increased the actual output of 100 acres of land in this Province about 100 per cent. That has been done by increased knowledge of farming. We take

some credit to ourselves for that, but not all. We say we have a splendid constituency for whom we are working. We say that when we have established beyond a doubt that a certain variety of wheat, or oats, or a certain breed of dairy cattle, or hogs, or poultry is better for a particular purpose than any other variety or strain or breed, our farmers have rapidly taken it up, because Ontario has been outspoken and has adopted year after year, with absolute confidence in those who have had charge of the work, these better methods that have attracted to the shores of Ontario good immigration and attracted college men from all over the world. Then I say that it is my business on this farm to do for the individual that which might probably be said to be the function of a Government, doing for the individual what the individual is not in a position in his own environment to do for himself.

Finding New Markets.

So that I think the Government has been justified in spending on the farm some hundreds of thousands of dollars, and I want to prove it by one or two direct assertions. A few years ago when the McKinley tariff came into force—I know nothing about tariffs whatever, except to see some of the results that have come about—I say a few years ago when I was on the farm and the McKinley tariff came into force, my father said that the farmers in Ontario would be ruined, because having lost the markets to the south of us we would never be able to recover our position and develop recognition inside of the British Empire. What has been the result? Just as soon as we lost a market for our thick, fat pork, our farmers not being able to send it to the Negroes in the South and the miners in the West, the great consuming population of this Western Continent from the Atlantic to the Pacific, we had to change our methods, but such have been the demands in the markets of the old land, that in co-operation with our pork packers of this country, we have been able to turn our attention to the old land, with the result that instead of sending a few paltry million dollars worth of bacon, ham and so on to the United States, we are now sending upwards of thirty million dollars worth of good meat to the Old Country, and we are able to compete with the producers of the world. That was not brought about in a day, but by the intelligence of our farming population we were able to go directly before those people who are the thinking and the reading people—we were able to go before those people through our Farmers' Institute System and there place actually before them on the chart and by the pen, and on the platform, actual animals of the proper type for exportation, and we were able, as the result of experiments conducted upon the farms in this and other Provinces, to give them data whereby they could feed those animals just as cheaply as they had been in the past able to prepare and ship to market the old type. And so our farmers took up hog raising of a special quality, and have become prosperous in that branch of the manufacturing business.

Ontario Pre-eminent in Agriculture.

In connection with the production of oats in this country, I said I was an Ontario man, I said my statistics had been largely Ontario statistics. That is not because I am not a Canadian or large enough to see the value of our great eastern and western Provinces, not at all; but, because of my narrowness or my local environment my energies have been confined to this Province alone, and I am more familiar with the subject. In this Province of Ontario of ours, notwithstanding the fact that during recent statements made by our leading financiers in this country, our bank presidents and bank managers —that looking towards the future in the spring that has just come and gone the indications were for a good crop and that as soon as Manitoba and Saskatchewan and Alberta recovered from the two bad years previous, that Canada would again be upon a sound financial basis—they forgot and overlooked, and it was my duty to call their attention in some instances to the fact, that notwithstanding the prosperity of Manitoba, and Saskatchewan and Alberta, there never has been a year in the history of the Dominion of Canada, good crop or bad, when the Province of Ontario, hundred acres by hundred acres, farm home looking across the line fence into farm home, did not produce in actual field crops and money value received at least 60 per cent. actual returns more than all those three Provinces put together. Therefore, I say to you manufacturing people in your gathering at this time, that you must not neglect the man on the back fifty, that you must not neglect the possibilities of the average, acre after acre, that is in cultivation, that is not in wheat or summer-fallow, but that is being cultivated in corn and oats and peas and barley and rye, and is being fed to the live stock which is sold as the finished product, their value being returned to the soil itself, and which in the days to come may be increased in value 200 per cent. without any increase in population or wealth.

How Agriculture is Improved.

Now, some of the things which we can do for the farmer which he cannot do for himself is to experiment along lines



MR. GEO. P. CREELMAN
President Guelph Agriculture College

of this kind. We have been for a number of years experimenting with the planting of grains at different seasons. Farmers never think of sowing their grain at any other time than in the spring of course, except their fall or winter wheats. But, few farmers take into consideration the fact that if they were to plant their spring wheat, and oats, and barley, and peas in the order named, one week apart in the spring, rather than peas, barley, oats and spring wheat in the order named, in this Province of Ontario, that there would be a difference in favor of the former method of planting of between 40.8 bushels per acre and 35.1 bushels per acre, which would mean in the aggregate a difference of 55,382,309 bushels of grain in this Province alone. It is these things which we can do for the individual which the individual is not enabled to do for himself.

Importance of Live Stock.

This is a live stock country. Eighty per cent. of all the crops raised in Canada are fed to the live stock. That is not true of any other country in the world. Most countries in the world have large crops of fabrics, of cotton, of tobacco, and of flax, but in Canada eighty per cent. of all the farm products

is fed to the live stock; hence, that is our most important industry. Would it surprise you if I said to you that so thoroughly imbued have our good farmers become, especially our Scotch, English and Irish farmers, from their former training and fathers' teaching in the old land that live stock is the right hand of agriculture, that in this Province to-day we export more pure bred live stock to other Provinces and to the United States than even old England, the home of live stock itself. We have learned the lesson well, and at the Ontario Agricultural College we have developed this idea of improvement in the quality and quantity of our live stock in this country, to the extent that we have been able from year to year to turn the attention of three or four hundred young men to the selection and care and management of the live stock of this country; and we have for three successive years sent a stock judging team, chosen from the young men of the College, and so successful have we been in competition with the people of the United States, that we have been able to compete in the great live stock centre of the world the City



MAYOR JOHN I. McLAREN.

of Chicago, and so successfully that in competition with all of the other agricultural colleges we have been able to win three times in succession and bring the permanent trophy home to the College. (Applause). Now, what does that mean? If it means anything to the prosperity of the manufacturers of this country, it means that while those few young men went and competed and won a prize, there are at the present time three hundred young men in training there, all of whom are hoping to get on that judging team when their turn comes, and each of those young men is going out with the idea of the difference between a good and poor feeder in the sheep, cattle and hog world; and they have ambition when they go back to take up the work of their fathers, or on some farm of their own, and they will not be content to produce anything but the maximum of good cattle, sheep and swine, and bring together more closely the difference between the average and the possible in the farmer's business. The difference between the average and the possible in our business is so much greater with us that you will hardly appreciate it. It has been said that the farmer is slow, and he is called a hayseed, does not take hold of his opportunities and develop as he ought to do. That is a great mistake. He is surrounded by his own wire fence and has to a large extent to keep his mind on his own particular business; he has not much time to learn from anybody else. The result is that he is working out things very largely in his own way. We can reach him somewhat by correspondence, and we can invite him to the College, and he comes and takes lunch with us and looks over our place, and takes away some of the ideas we have to present to him there.

In your business a loss of 30, 20 or 10 per cent. would possibly ruin you or your business entirely. In the farming business the best farms will produce 40 bushels to the acre, but the average production is only 20. The average cows throughout the length and breadth of this land produce about 3,000 pounds of milk a year. That may seem a lot to you. We had a cow last year that gave 20,778 pounds, a difference of 700 per cent.; and it is our business and duty, and privilege and pleasure to bring these results forward and to show that cow and tell how we did it so that the man who runs may read, so that the great bulk of agriculturists may be able to bring this possible and average a little closer together. (Applause).

The Apple Industry.

My little daughter, who is twelve years old, said to me before I left home—we were on the verandah this afternoon in company with some other ladies and gentlemen—"Father, what is worse when you are biting into an apple than finding a worm there?" I said, "That is a hard question; what is worse?" She said, "To find half a worm." And so in this apple business it is a common thing when you go as a manufacturer, or an individual, or a householder to the shops of this country to get what you expect to be a good basket or a good barrel of apples, to find when you go home a very large percentage are inhabited by something that you didn't think you were paying for. It is our business to reduce the number of worms in the apples, and this we have been enabled to do by careful experimentation, and the American Pomological Society, which is meeting in St. Catharines just now, have been more than pleased and more than delighted with the experiments which we have conducted in the last few years in the Niagara Peninsula, to the extent that where heretofore in a whole orchard, after careful attention, pruning, etc., you would find at the end of the year the apples were full of worms, notwithstanding the very best attention given them, we have invented a spray mixture, and the different manufacturers have invented spraying machines, whereby whole orchards in that beautiful district lying between here and the United States frontier have less than five per cent. of worms in the apples, and men are selling the product of this year for $250 an acre. We hope to carry this thing a little further.

Development of Domestic Science.

I would like to say something about the introduction of domestic science into the schools through such Institutions such as the Macdonald Institute at St. Anne de Bellevue; it has come to us and come to stay, and the work is growing in the country and going to stay. I would like to say something about the introduction of our graduates into the different counties in the Provinces, the doctors of agriculture, if you will, or at least men willing to doctor the stock and the crop and the soil to bring this average and this possible closer together. We are making strides in this Province and the other Provinces are copying from us. I would like to speak to you of the good schools which have been established, one in Nova Scotia and another at St. Anne de Bellevue, and we

have an excellent school at Winnipeg in Manitoba. These things are going on. I say to you in closing, so long as we can keep the man on the land, happy in his work, improving his methods and increasing the quality and quantity of his output, we need not fear that the manufacturers of this country will not go on and prosper even more greatly than they have done in the past. (Applause).

Labor.

Mr. Hobson: I give you the toast of "Labor," coupled with the name of the Hon. W. L. Mackenzie King.

Hon. W. L. Mackenzie King.

Hon. W. L. Mackenzie King: Mr. Chairman, Your Honor, Ladies and Gentlemen: The hour is very late, and I will promise you for that, if not for other reasons as well, that I will detain you but a few minutes. I should like, however, sir, to thank you for the honor which you have conferred in joining my name with the toast of "Labor"; and I would like also, if I might be so permitted to do, to thank you on behalf of "Labor" for the honor which you have conferred in including labor among the toasts which have been selected for special reference this evening. There is something significant, it seems to me, something very significant in the selection of this toast among others for this occasion, and I am sure that my friend Mr. Studholme, who is here to-night, will agree with me when I say that the working men of Canada will be among the first to appreciate to the fullest the generous compliment which the manufacturers of this country have paid them in including this toast on this occasion. I wish it were possible to say to you what I see symbolized in the inclusion of the toast of "Labor" at this banquet, what it expresses of the past, of the present, and of the future relations between capital and labor in this Dominion; what it speaks of good-will as between employers and working men, what it prophesies for the future good of the manufacturing and industrial interests of Canada. What a long story that is, that of the struggle of labor to gain respect in the eyes of the world! Moralists have told us it is better often to work and pray, but you and I know, gentlemen, that a man might work his hands off and might have the character of a saint, and if he had only his labor and nothing but his labor, he would have been fortunate at times to have been able to share the crumbs which fell from the rich man's table. But, those days are changing and have changed, partly due to the incidents of transition, partly to the work of the church and other agencies for human betterment, partly owing to the work of reformers and legislators, but mostly, I believe, to their own efforts the working classes have come to gain a respect to-day in the world, such as they have never had at any previous time in this world's history. (Applause).

That which was looked upon as the means of destroying that old relationship of the personal obligation which existed between master and servant has become the harbinger of truer liberty. It is as parties to a contract that employer and employe, that manufacturer and working man, are brought into relationship in carrying on the work of the industries in the country at the present time. It is in proportion to the degree to which each respects the terms of that contract and the obligations which are binding in connection with it, that each is entitled and is likely to receive the respect of the world. The mean man, whether he be a working man who denies to his fellow workman a privilege which he has, and the rights which he should have, or cheats his employer in the way in which he discharges his obligation, or if he be a manufacturer who sweats his labor, or who cheats the public, each of these I say receives like opprobrium from the public and is held up to the same contempt in the eyes of his fellow citizens. To-day it is only to the extent to which each manufacturer and working man alike respects his duty, respects his obligations to others, and his rights to himself that he may hope to have any quarter or any recognition, in this country at all events. (Applause).

But, Sir, not only do I see symbolized in this toast to labor to-night on this menu an appreciation of the growing respect in which the working classes of this country are being held, but I believe it also expresses a belief on the part of the manufacturers of this country that labor and capital are joint partners in carrying out the work of production in this Dominion, that there is an identity of interest between labor and capital in carrying on the work of industry. And, sir, I believe it is to the extent to which recognition of this identity of interests is preserved that we may hope to be a prosperous people. It is true, perhaps, that in the case of selfish individuals, working men who are selfish, employers who are selfish, there may be differences, and the interests of one may not be the same as the interests of the other; but labor and capital as the factors in carrying on the work of production have an identity of interest comparable to that of the blades of a pair of shears, which, separated are absolutely worthless,



HON. W. L. MACKENZIE KING
Minister of Labor.

badly joined are worse than worthless, but properly united are capable of rendering the greatest service to any person who may be called upon to use them. (Applause).

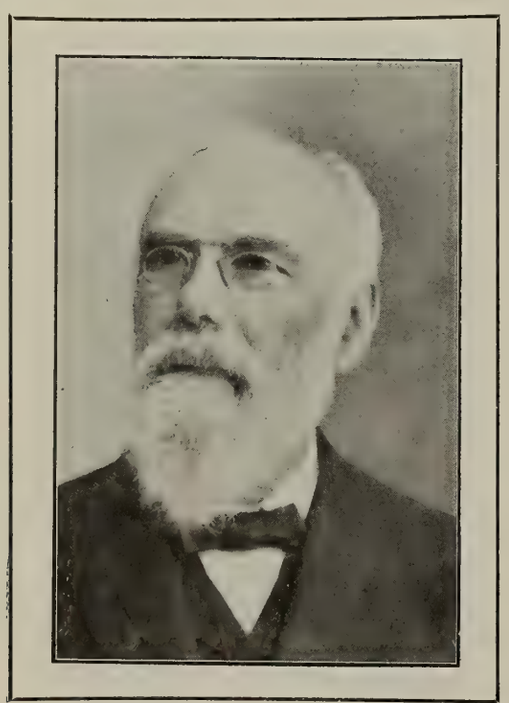
But, one thing more, not only do I find in this a recognition of the increasing respect with which labor is held in this country, and a belief in the identity of interests between labor and capital, but I hope I am right, and I believe I am right, when I say that I see in it, too, on the part of the manufacturers of this country, an expression of genuine goodwill towards the working classes of Canada (applause); a desire to say to them in so many words, that we are prepared and they are prepared to get away from the mere formal relationship which exists in the every-day industry to that more informal relationship which we have exemplified here, where men, instead of carrying on their conversation standing face to face, may sit down and discuss together some of the objects and some of the purposes which they have in common.

Now, gentlemen, I believe if that relationship could become general throughout this and other countries we would have, I will not say a solution of the labor question, but we would

go a long way towards a proper understanding of it. With mutual respect, mutual confidence, and mutual good will, I believe that we will have put an end to the industrial difficulties which stand in the way of a steady and progressive development in this country.

You, sir, have been kind enough in your address to say some words in reference to the work of the Department of Labor. Allow me to thank you for the generous reference which was made in that connection. I have here in my hand a part of your address given at the opening meeting. I notice that you say in it, "The Government have shown their desire to encourage conciliation. Let them go a step farther, and remove the cause that very frequently makes conciliation necessary."

Well, I am too young a member of the Government perhaps to begin at this stage to say what the Government will do; and particularly when I see Mr. Paterson and Mr. Graham keeping an eye on me at this moment, I feel some hesitancy in saying very much about it; but I will say this, sir, I will



HON. WILLIAM PATTERSON
Minister of Customs.

risk it at all events, that the Government is prepared to take the next step and to do what is necessary to help to remove what makes conciliation required at certain times. It is prepared to do it, that is to say, if it can count upon the co-operation of the employers and the working men of this country. What is the next step? You have said, sir, I think, that some of the work of conciliation in this country has been effective. I take it for granted that it has been proven that in many instances where strikes have taken place, conciliation may be the means of bringing a difficulty to a close. I think the work of the Industrial Disputes and Investigations Act, to which you have also generously referred, has proven that where conciliation can be brought to bear upon differences between employers and employes, before they have reached the stage of a strike, that there conciliation may be the means in many cases of preventing a strike ever taking place.

Now, what is the next logical step? The next logical step, it seems to me, is this, gentlemen, for employers and workmen to do for themselves that which the Government has been trying to help them to do, and has been endeavoring to set them an example in doing; I mean by that, let the employers and let the working men of this country, with the aid of the Government—and the Government, I think, will give all the aid that can be expected or can rightly be given—begin to establish in this Dominion of Canada in connection with the industries of this country, permanent boards of conciliation and arbitration between the working men and their employers, and I believe that if that is done you will find that neither the Industrial Disputes and Investigations Act or any other form of Government conciliation will become a necessity. I believe that for this reason, that conciliation boards, permanent boards, existing in particular trades and particular industries, supply those three qualities which are so necessary to help to maintain peaceful relations between the two great industrial classes. By a conciliation board you encourage mutual respect; your employers and employes meet to discuss their own business. More than that, these boards are themselves evidences that employers and employes have something in common, and they should be the means of bringing the employers and employes into more confidential relations, and, if tactfully handled, they should be the means of promoting good-will between both classes. Now, gentlemen, if you are, as I believe you are, in earnest in this matter of trying to remove from the whole of this Dominion industrial strife altogether, you will begin as men have done in the Old Country, and in many industries in the United States, as they have done in France and Germany with the greatest success—you will begin to encourage, and encourage by setting the example in connection with your own businesses, the establishment of these permanent boards where manufacturers and working men may discuss together that interest which they have in common.

Reference has been made to the trouble at Glace Bay. I remember being out at the Pacific Coast some few years ago looking into the troubles in the mines there, and going carefully into the records of all the coal companies in that part of the Dominion, and I found that there was one company at Nanaimo which had been doing a large business for twenty years, and they had not had a single strike. That company had had no difference with its employes, but it had had a permanent board of conciliation; it did have its employes represented on a committee to discuss matters with the employer; and the employer gave as his testimony before the Commission on that occasion that on two occasions the working men had voluntarily consented to a reduction in wages. That manager had no sooner left and another manager been put in his place than that company had a strike on its hands; it had a foreign agitator inside of the next week or two, and it has had a record of trouble on its hands ever since. These are facts, and I believe they are facts worthy of your careful consideration. I am not afraid, and I am sure you are not afraid, of the patriotism of the Canadian working men. I am not afraid, and I am sure you are not afraid, of the patriotism of the Canadian manufacturer. Why? Because I believe that in this country every man, manufacturer and working man alike, has a purpose, has a spirit which is broader, which is higher, than that of any private or corporate interest, that is the spirit of our young Canadian nationality, which we wish to build up with strength and force that Canada may be, as other speakers have said to-night, not merely one part of the British Empire, not merely one nation among many nations which form that Empire, but one of the nations having the respect of all nations throughout the whole of the world. (Applause).

Thanks to the Committee.

Mr. Cauldwell in felicitous terms proposed the toast of the Committee in Charge of the Banquet, to which Mr. Arthur F. Hatch replied.

The Banquet closed with the singing of the National Anthem.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enquiries, apply by numbers to the Secretary, at Toronto.

171 **Australian Representatives.**—A prominent firm of importers' agents in Melbourne, Australia, are anxious to get in touch with Canadian manufacturers of various articles seeking a market in that territory. They also desire to get in touch with a first-class Canadian firm who could act as purchasing agents for them in Canada. List of articles required, etc., on application to Toronto office.

172 **African Mealies.**—A firm of exporters in Cape Town, South Africa, desire to hear from Canadian millers who can use South African mealies.

173 **Australian Agents.**—One of the best known firms of manufacturers' agents in West Australia desire to hear from Canadian manufacturers anxious to obtain markets in West Australia.

174 **Asbestos Packing.**—A Manchester firm asks for prices of asbestos packing from Canadian exporters.

175 **Brushes.**—A South African firm of general importers ask for catalogues, price lists, etc., of all kinds of paint and varnish brushes; quotations to be c.i.f., Durban.

176 **Building Timber.**—Wholesale importer of timber and kindred products in Venice, Italy, desires to hear from Canadian exporters of same.

177 **Church and Office Furniture.**—One of the best known agents in Cape Town, South Africa, is very anxious to establish connections with a first-class firm of church furniture manufacturers. Claims to be able to secure a very large portion of the market.

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AND are prepared to manufacture at our factory in Hamilton, Ont., and to supply the Canadian trade with any of the devices covered by the following patents of the Dominion of Canada:

CANADIAN PATENTS

No. 107380, Sept. 1, 1907, Cutter Head Knife Sharpeners.
No. 108490, Nov. 12, 1907, Band Saw Tensioning Devices.
No. 109194, Dec. 17, 1907, Adjusting Means for Planer Heads.
No. 109845, Jan. 21, 1908, Adjusting means for Planer Heads.
No. 110216, Feb. 11, 1908, Variable Speed Mechanisms.
No. 110217, Feb. 11, 1908, Variable Speed Devices.
No. 113311, Aug. 4, 1908, Driving Mechanisms for Planers.
No. 113478, Aug. 11, 1908, Sanding Machine Devices.
No. 117080, Mar. 9, 1909, Multiple Board Gauges.
No. 120610, 1909, Feeding Mechanisms for Saws.

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MONTREAL

178 **Canned Lobsters.**—A firm of importers' agents in Cologne, Germany, are in the market for canned lobsters in half and one-pound tins; only choicest quality desired. Would like sample shipments and quotations. Excellent references.

179 **Cocoa Dust, Shells, and Other Waste Products of Cocoa Manufacture.**—A firm of wholesalers in Paris, France, desire to hear from Canadian manufacturers having subproducts of the manufacture of cocoa for sale from time to time. Further information, freight rates, etc., on application to the Toronto office.

180 **Canned Goods.**—A Shanghai firm desires to get in touch with Canadian exporters of canned goods.

181 **Carriage Building Material.**—A South African dealer in all kinds of carriage building material asks for catalogues and price lists. Quotations to be c.i.f., East London.

182 **Carriage Building Material.**—A South African firm of carriage and wagon builders wishes to get in touch with exporters of carriage building material of all kinds. Quotations to be c.i.f., Durban.

183 **Condensed Milk.**—A South African firm of manufacturers' representatives desires to be placed in communication with exporters of condensed milk.

184 **Canned Goods.**—A South African firm of manufacturers' representatives desires to be placed in communication with exporters of canned goods.

185 **Canned Fruit and Vegetables.**—A South African firm of general importers and agents ask for price lists, etc., of all kinds of canned fruit and vegetables; quotations to be c.i.f., Durban and Delagoa Bay.

186 **Condensed Milk.**—A South African firm of general importers and agents ask for price lists, etc., of condensed milk; quotations to be c.i.f., Durban and Delagoa Bay.

187 **Cardboard Boxes.**—A South African firm of general importers and agents ask for price lists and samples of cardboard boxes; quotations to be c.i.f., Durban and Delagoa Bay.

188 **Calcium Carbide.**—A South African firm of general importers and agents ask for price lists of calcium carbide; quotations to be c.i.f., Durban and Delagoa Bay.

189 **Cushion Hides and Tent Hides.**—A South African firm of general importers ask for price lists, etc., of cushion and tent hides; quotations to be c.i.f., Durban.

190 **Carriage Trimming Leather.**—A South African firm of general importers ask for price lists, etc., of carriage trimming leather; quotations to be c.i.f., Durban.

191 **Carriage Paints and Varnishes.**—A South African firm of general importers asks for price lists of all kinds of carriage paints and varnishes. Quotations to be c.i.f., Durban.

192 **Canned Salmon and Groceries.**—A Dominica firm of grocers wishes to have prices and quotations for canned salmon and groceries from Canadian exporters of these articles.

193 **Dry Cleaning Compounds, "Soil Off," Etc.**—A firm of importers' agents and wholesalers in Glasgow, Scotland, dealing extensively in domestic specialties, desire to hear from Canadian manufacturers of patent drying compounds, etc., who might do business in the British markets.

194 **Excelsior.**—A well-known firm in Middlesex, England, is anxious to get in touch with Canadian exporters of "excelsior," with a view to extensive purchase.

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Motors

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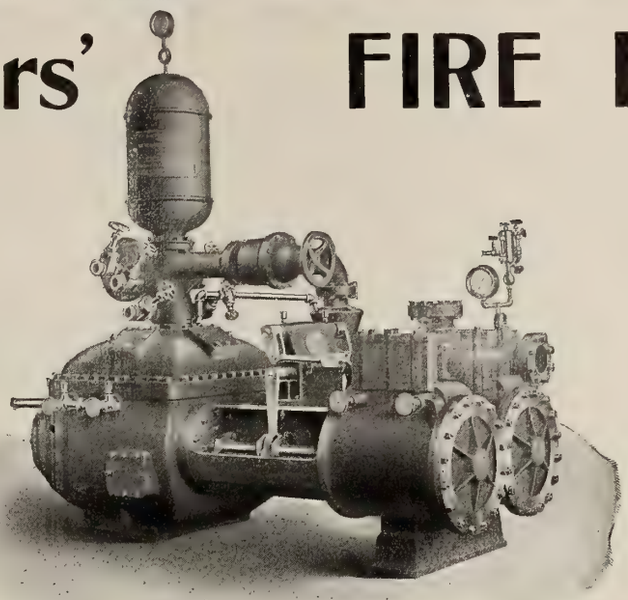
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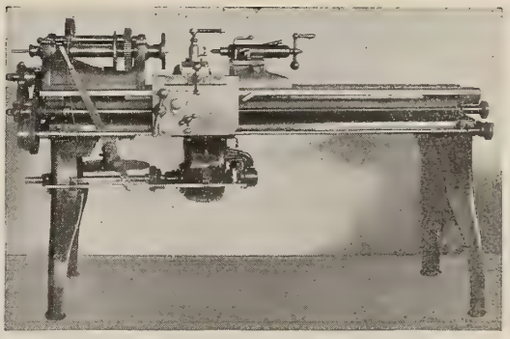
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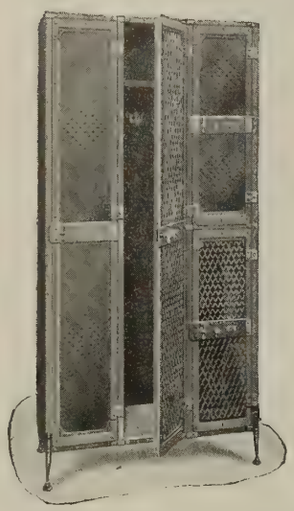
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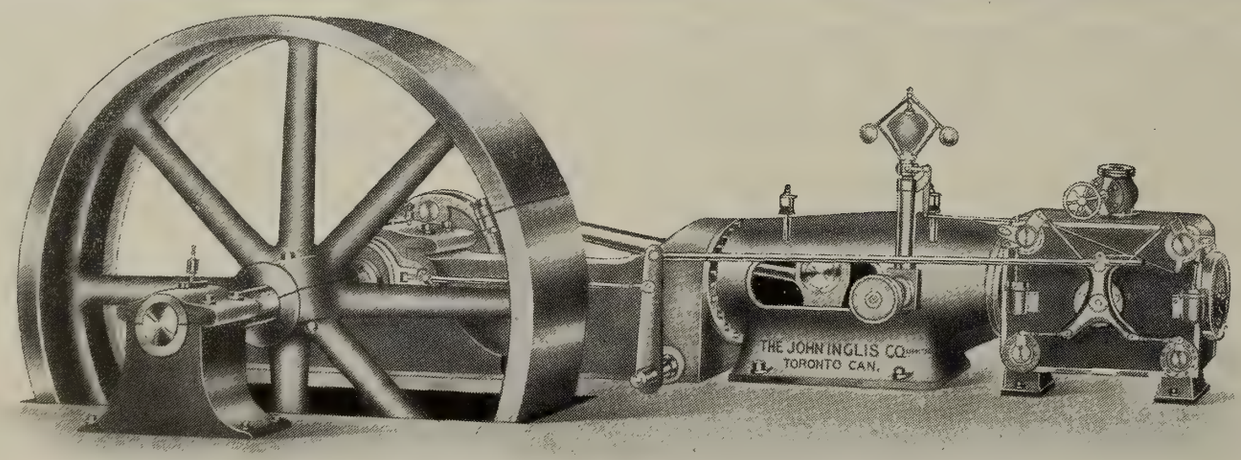
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It means if you are now selling your products in Canada and making them outside, *you are going to be behind in the race.*

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They come into Canada and establish either a branch factory or a distinct Canadian Factory, retaining the benefit of your home experience and executive direction. They produce their wares as cheaply as at home, and save the duty. *Who benefits? The Local Manufacturer.*

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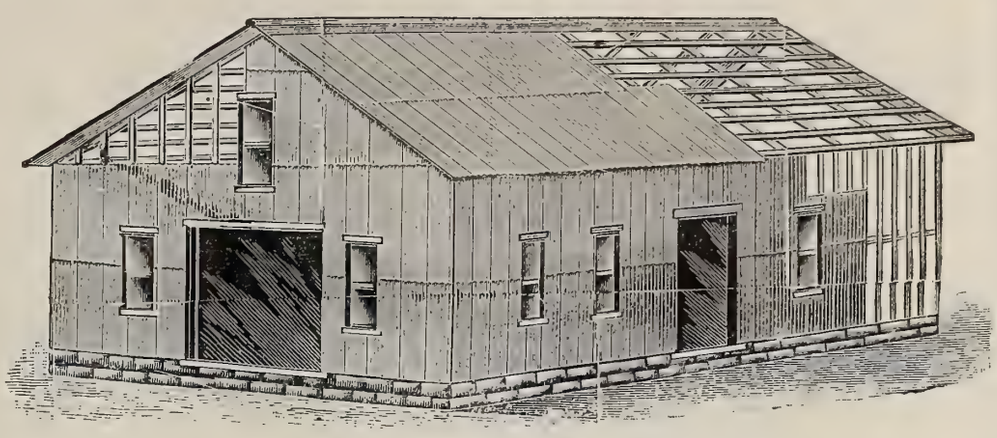
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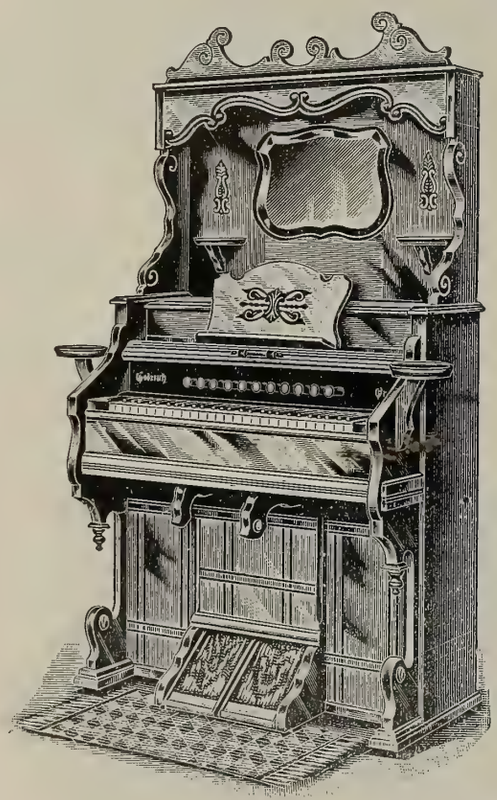
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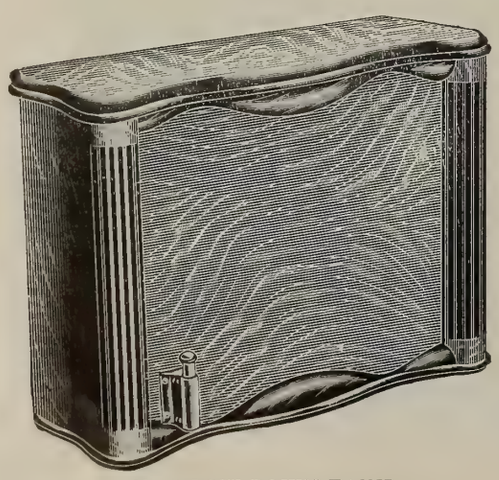
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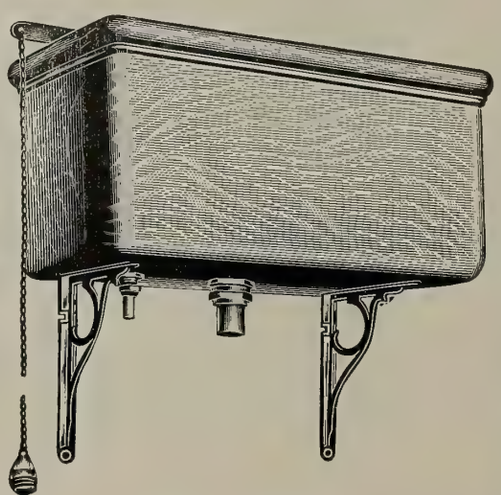
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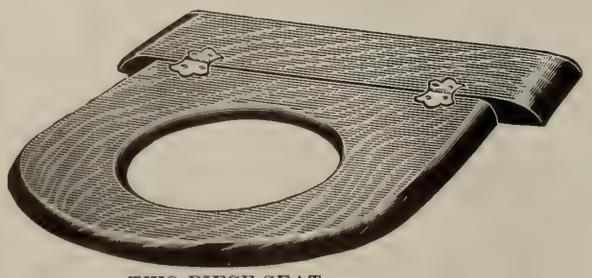
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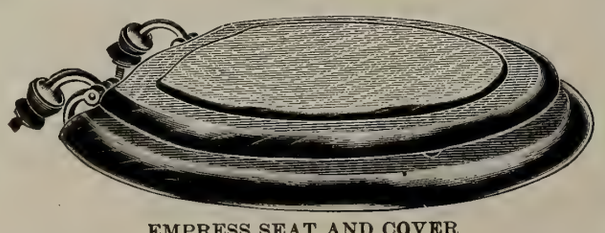
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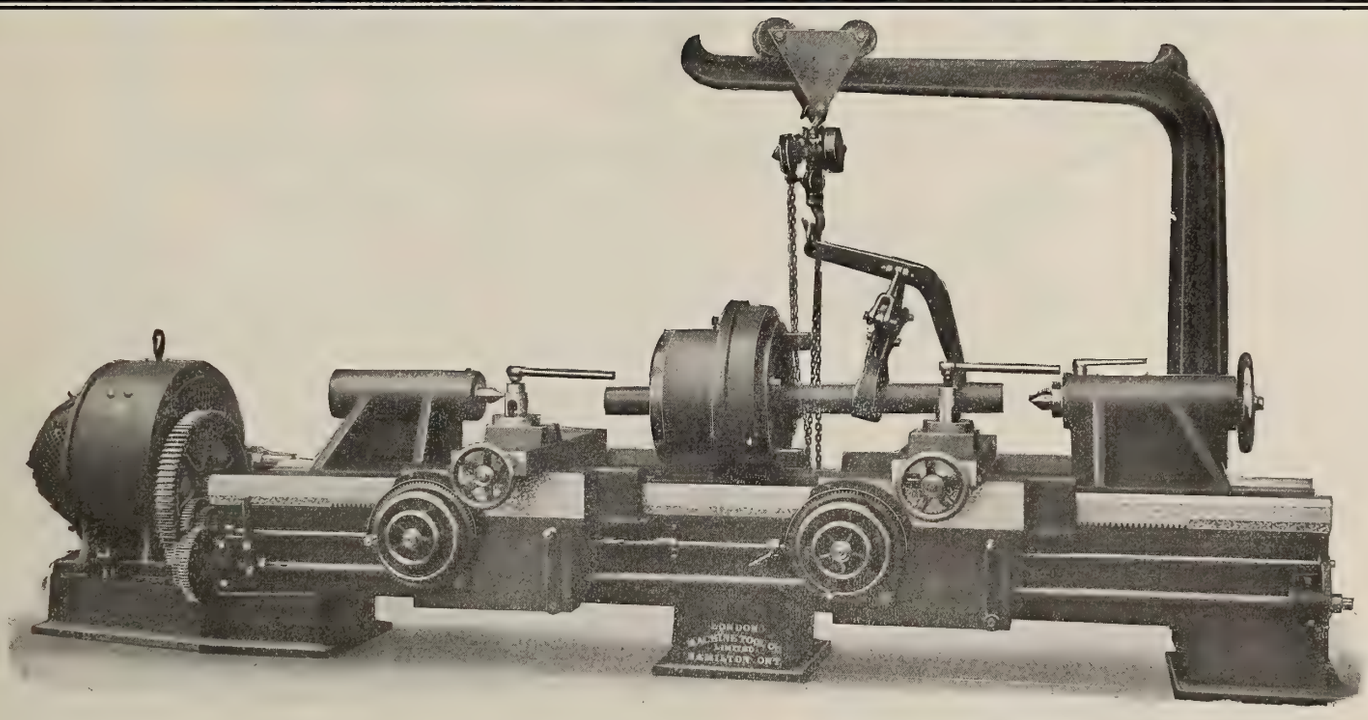
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Capital Subscribed - - -	$400,000
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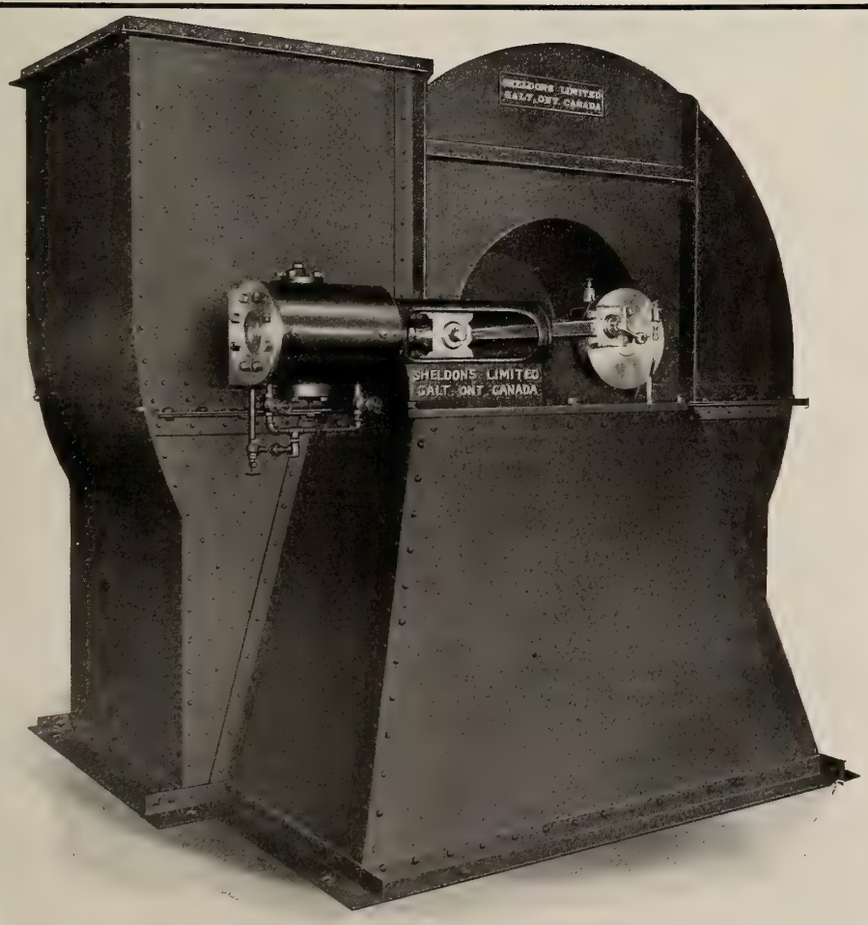
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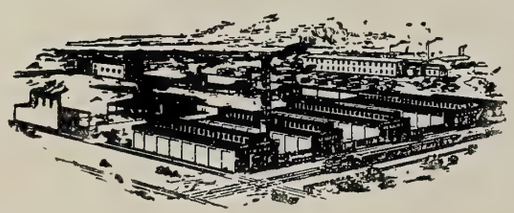
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"Will never have to be replaced."

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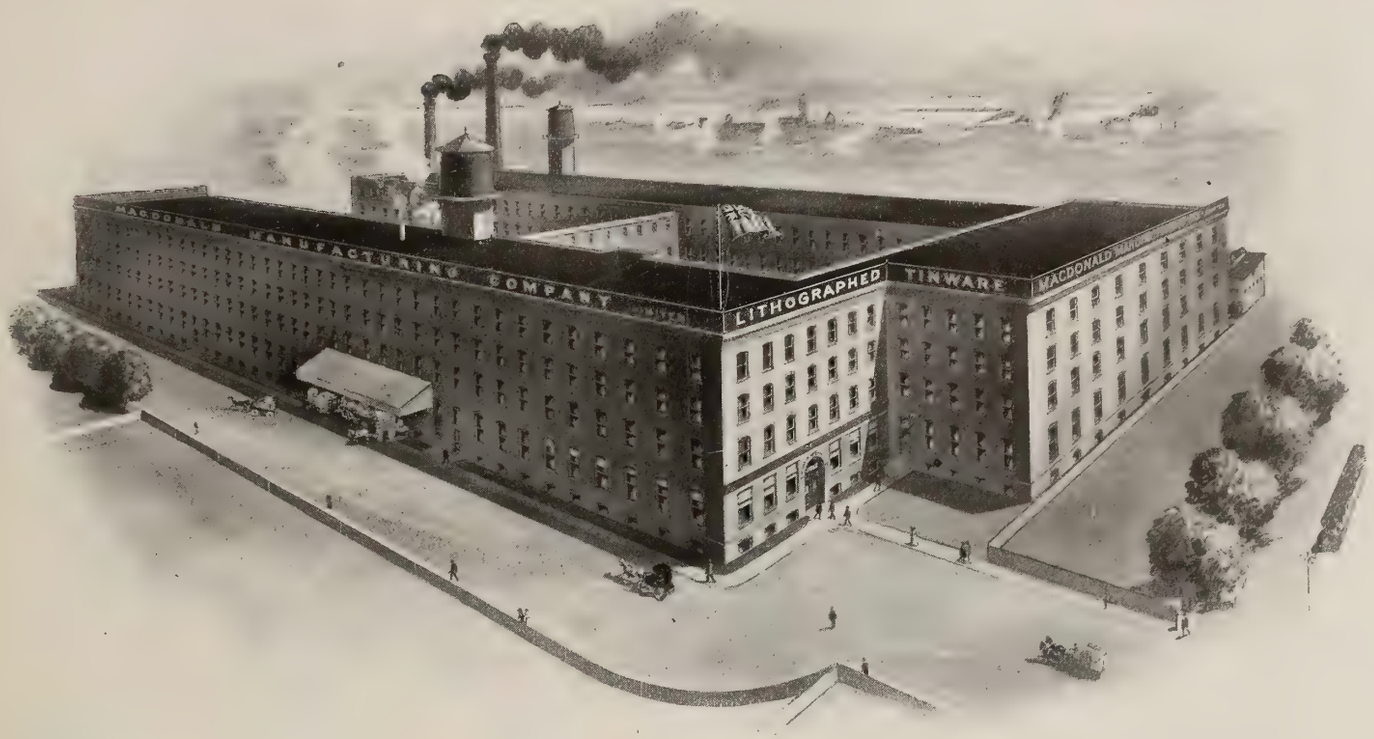
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Kemp's New Cold Blast 1909 Lantern

Supplied in

BRIGHT TIN

Japanned with Lacquered Fonts

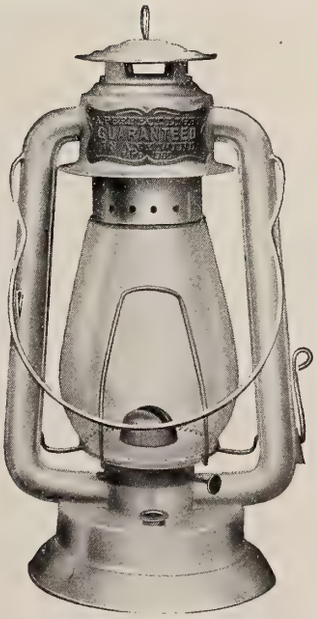
Japanned with Brass Fonts, and Japanned with Dash Board

All Lanterns are fitted with new extinguishing device ☞

Can be filled, lighted, regulated and extinguished without removing the globe

Standard size for kerosene

Font holds sufficient oil to burn nineteen hours



See Hole in Side Tube

Fitted with

No. 2 BURNER

1-Inch WICK

No. 2 GLOBE

☞ SIDE LIFT

The simple lever or crank on the side tube raises the globe to light, and locks the globe down to the burner.

Packed in cases of one dozen

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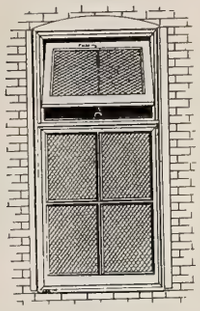
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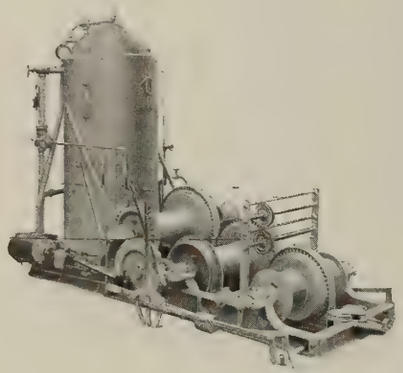
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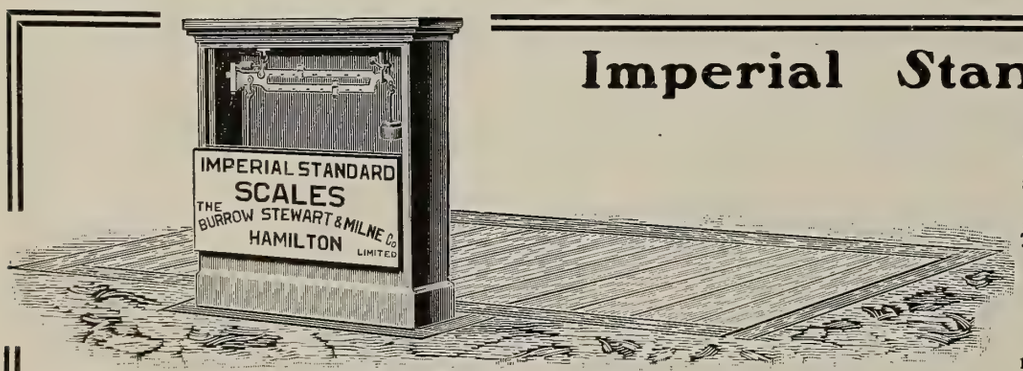


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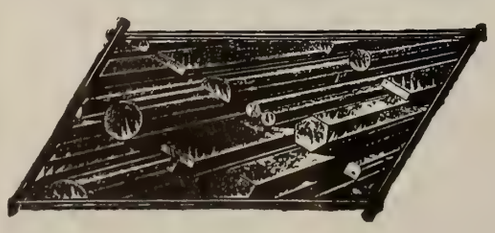
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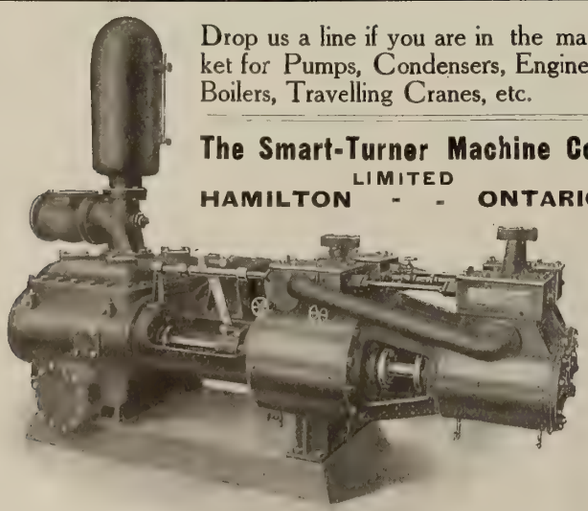


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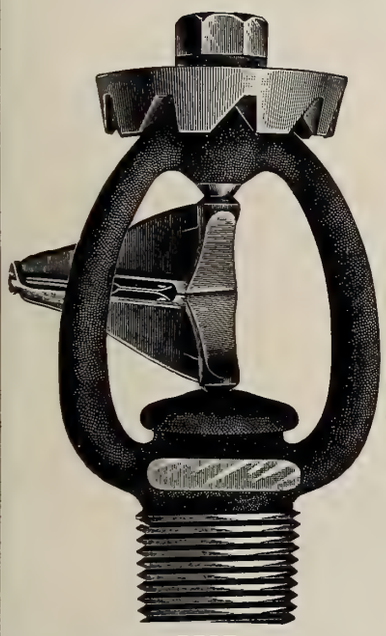
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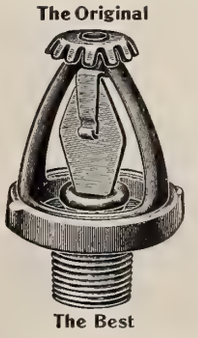
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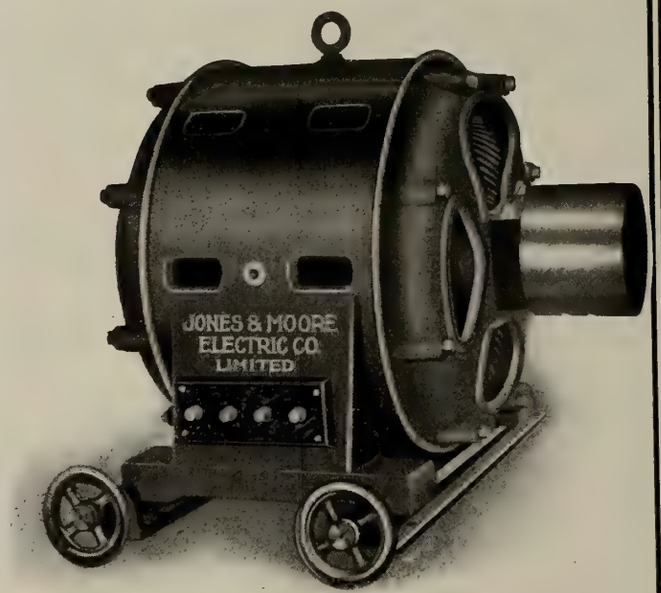
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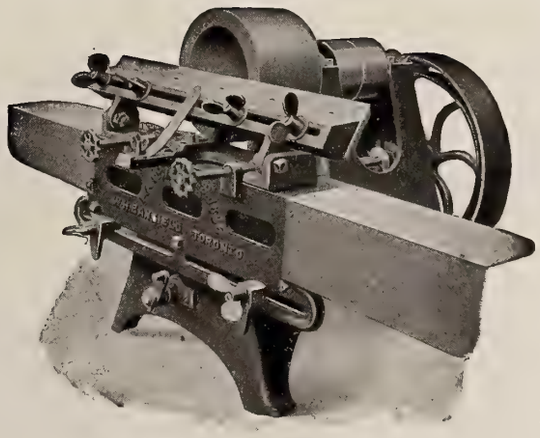
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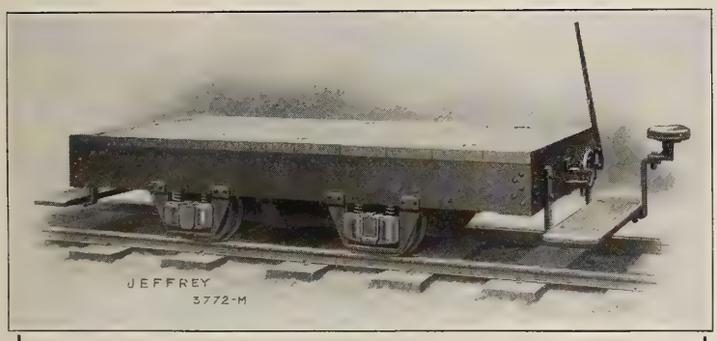
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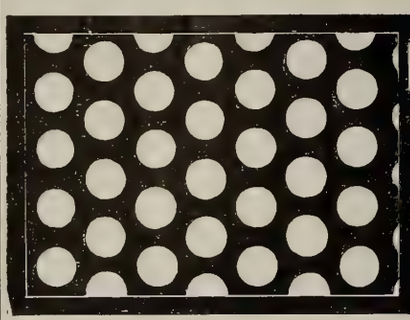
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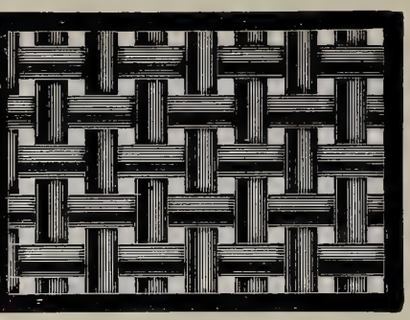
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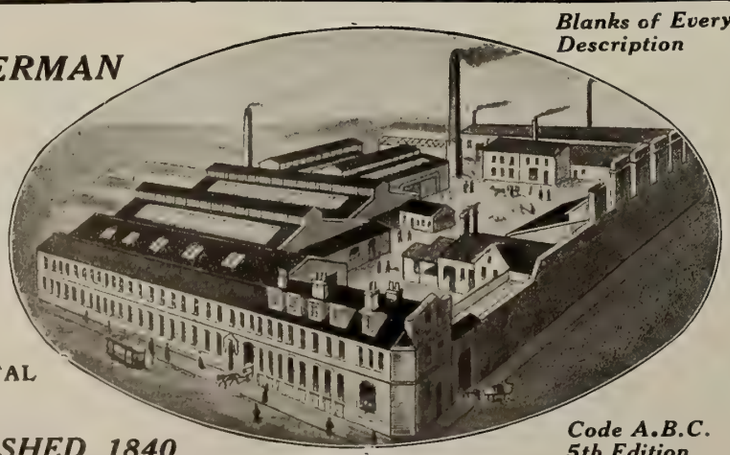
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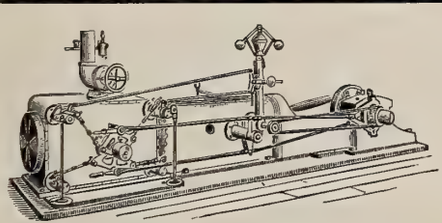
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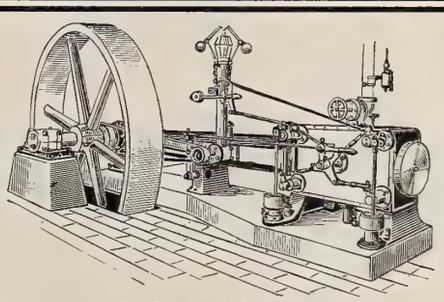
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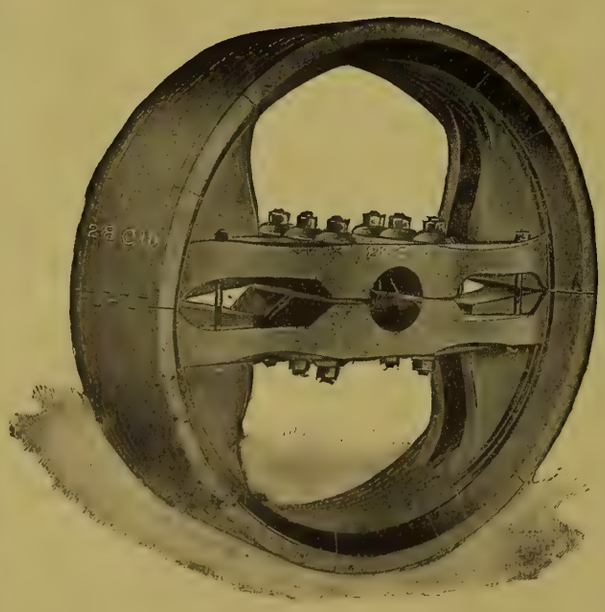
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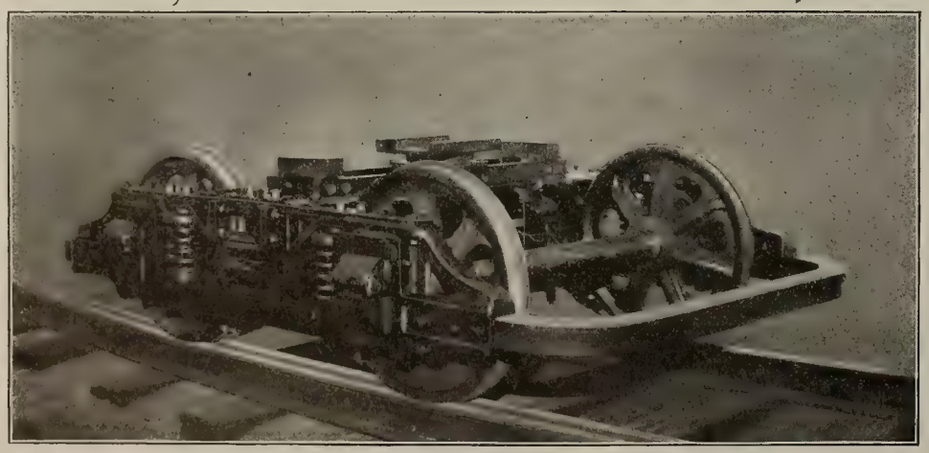
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"Whenever advertising men run across manufacturers so situated they should be broad enough, whatever form of medium they represent, to advocate the use of street cars. This does not necessarily mean that street car advertising is good only for the advertising beginners—it merely proves the cheapness of the street cars for any advertising whatsover, but especially where cheapness is a point. During the recent panic some other forms of more expensive advertising were dropped by some very large national advertisers and street-car campaigns substituted with such results that they have become a permanent part of the campaign.

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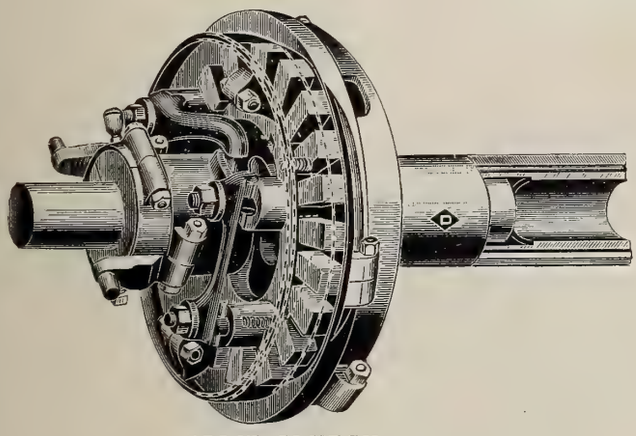
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Industrial Commissioner,
Fort William, Ont.

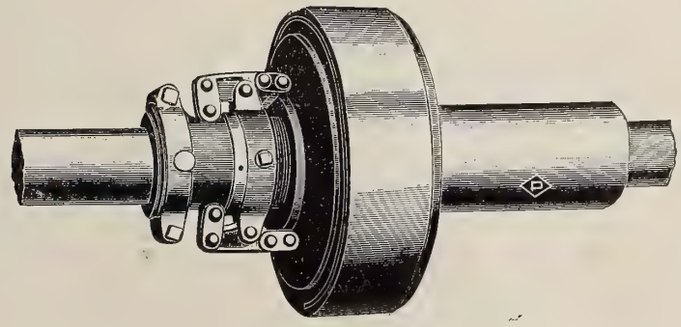
DODGE

Friction Clutch Pulleys
AND
Friction Cut-off Couplings

SOLID AND SPLIT



SPLIT CLUTCH



SOLID CLUTCH

SIMPLE **POSITIVE** **DURABLE**

We have the most complete line of Clutches on the Market

OUR PATTERNS COVER ALL SIZES FROM 1 H.P. TO 1000 H.P.

Our Manufacturing process is standardized to the highest degree, all parts interchangeable.

We Guarantee Entire Satisfaction

The use of Friction Clutches saves power, prevents accidents, saves belting, saves space ! Thousands in use.

SEND FOR CLUTCH BOOKLET

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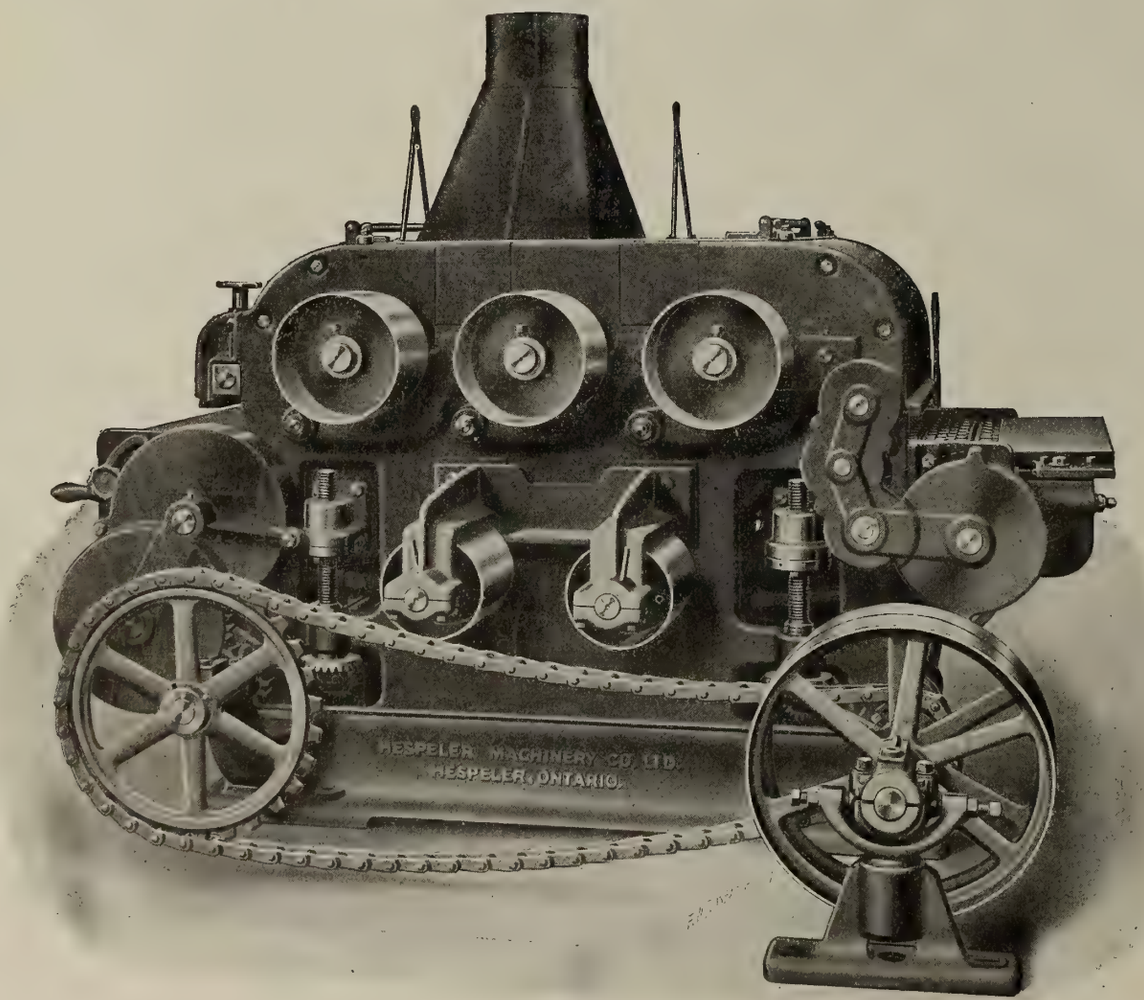
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A WOOD POLISHING MACHINE *that really polishes*

In competition with the world took the Gold Medal at the World's Fair at St. Louis.



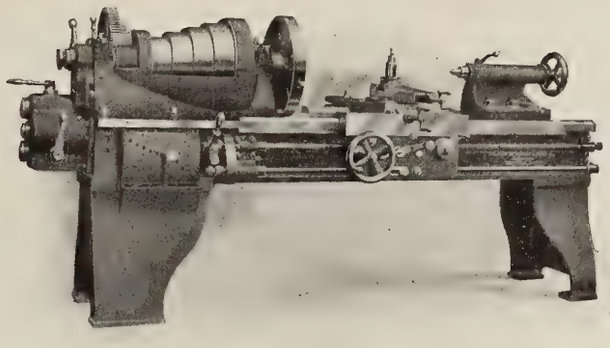
MADE IN CANADA

We are the Canadian licensees and builders of this remarkable wood-working machine, Smith's Patent Revolving Bed Sander. Send for our catalogue giving full particulars. This is a machine that you can't afford to be without.

Hespeler Machinery Company, Limited

HESPELER, ONT.

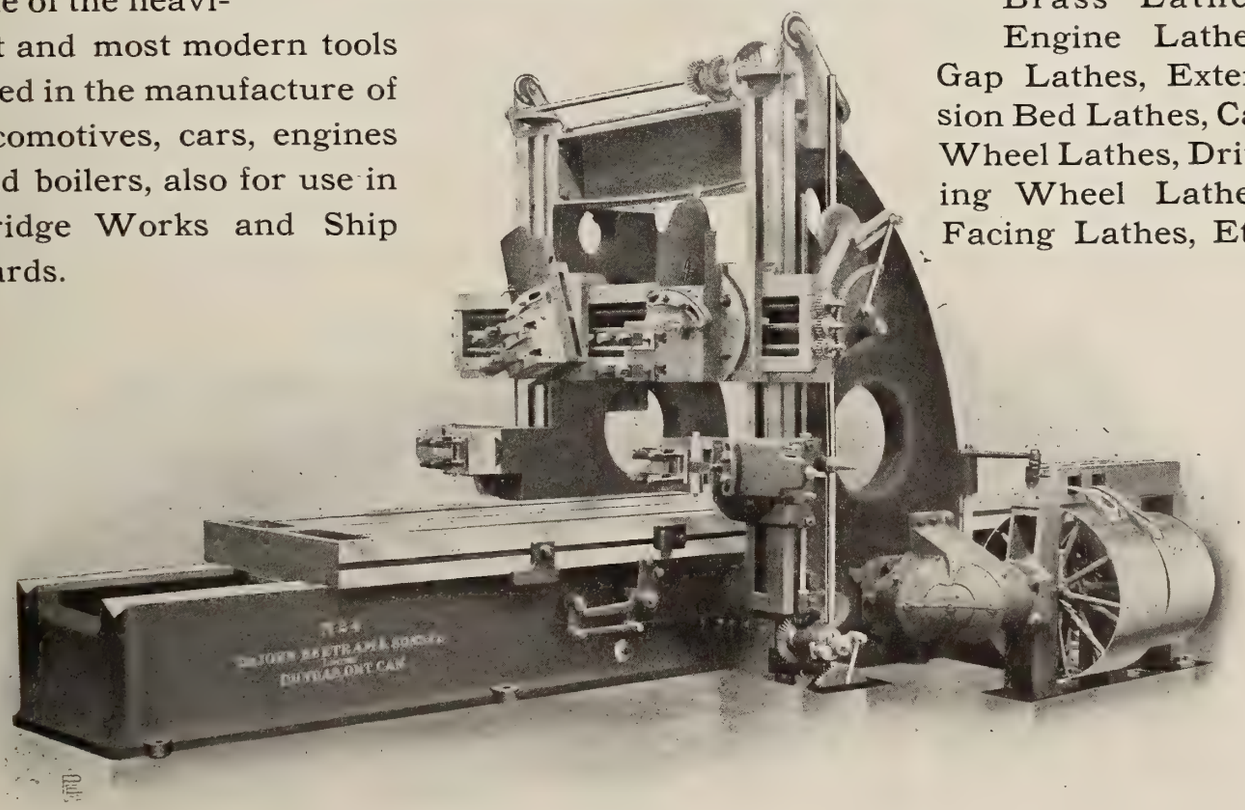
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18-inch Double Back Gear Quick Change Gear Engine Lathe

We manufacture a complete line of the heaviest and most modern tools used in the manufacture of locomotives, cars, engines and boilers, also for use in Bridge Works and Ship Yards.

Lathes of all types including Axle Lathes, Brass Lathes, Engine Lathes, Gap Lathes, Extension Bed Lathes, Car Wheel Lathes, Driving Wheel Lathes, Facing Lathes, Etc.



54-inch Planing Machine, with Four Heads—Four-Belt Drive

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Head Office: VANCOUVER, B.C.

Oldest Established Mill in British Columbia

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Try our exceptionally Good Grade of **1 x 3 Edge Grain Flooring and 5-8 x 3 Ceiling.** It looks much nicer and makes a better Job than the Wider Material.

We can ship promptly Sash, Doors and Mouldings, in Mixed Cars with ANY KIND OF LUMBER, Dimensions and Uppers, Fir, Cedar or Spruce. We have big stocks. Send us your orders and they will receive prompt attention. We are Manufacturers and Wholesalers only and do not operate and have no financial interest in any retail yards.

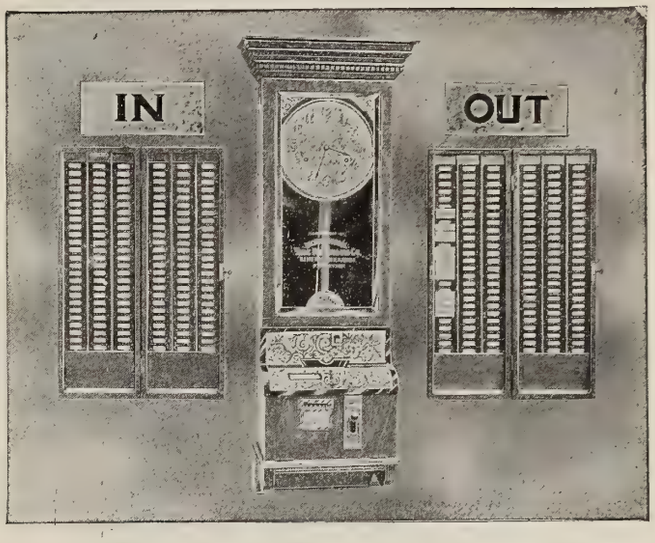
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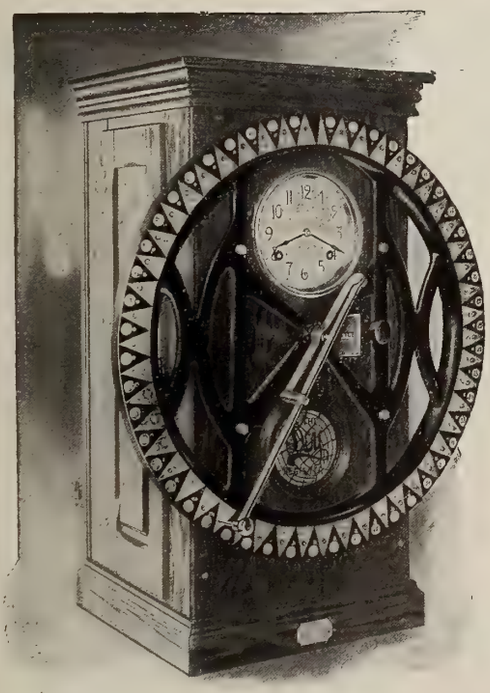
BRANCHES—Royal City Mills, Vancouver; Royal City Mills, New Westminster, Hastings Saw Mill, Vancouver; Moodyville Saw Mill, Burrard Inlet.

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THE chief item in the expense account of the average business concern is the cost of labor. Labor cost represents Time for which the employer pays Money. It naturally follows that an efficient system of checking the time given by the employees in exchange for their employers' money is essential to the proper conduct of business. No system that is in the least dependent for its operation upon the honesty or energy of a clerk will give very satisfactory results. A clerk is only human. He has his likes and dislikes; his fits of laziness; of indisposition; of carelessness. The perfect system is the





International Rochester Card Time Recorder

THIS system is entirely automatic and is the very acme of simplicity. It consists of a clock with a special mechanism, two card racks and sufficient cards of a simple ruling, as shown in the above illustration. When ringing "in" the employee takes his card (designated by name and number) from the "out" rack, stamps it on the clock, and places it in a corresponding pocket on the "in" rack. On his card the exact time of his arrival—day, hour and minute—has been recorded. He repeats the operation whenever going in or out. At the end of the week your card racks contain an absolutely accurate record of the time worked by every employee. This system cannot err or be manipulated. Its records are absolutely indisputable. Could anything be more satisfactory?

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another entirely automatic time-recording system, manufactured in eighty-eight different styles.

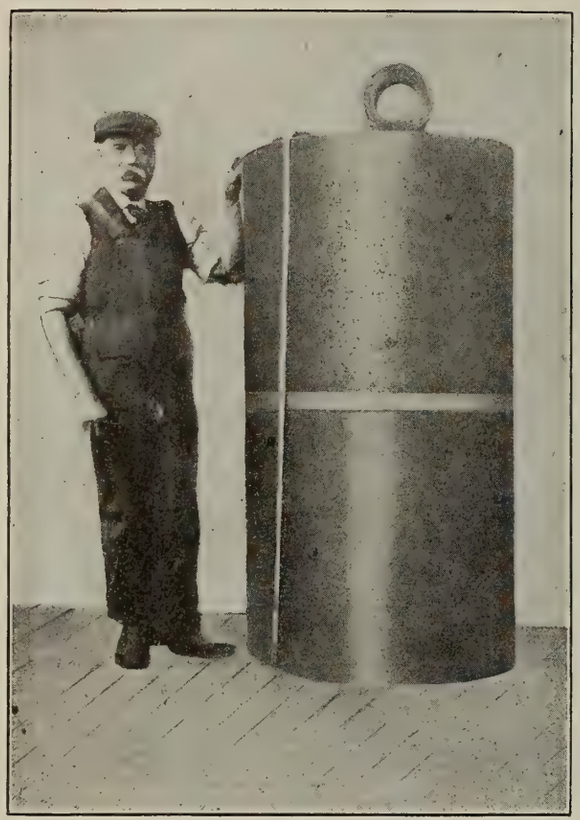
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Cut of 58-inch "Extra" Double Belt
Made by The J. C. McLaren Belting Co.

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You want the best.
We supply it.
Give us an opportunity of showing you what we can do and are doing.

Leather Belting

We had one individual sale of $12,000.00 worth of Leather Belting. Hear what the purchaser said about it. Write for testimonials and be convinced.

All our belting is guaranteed.

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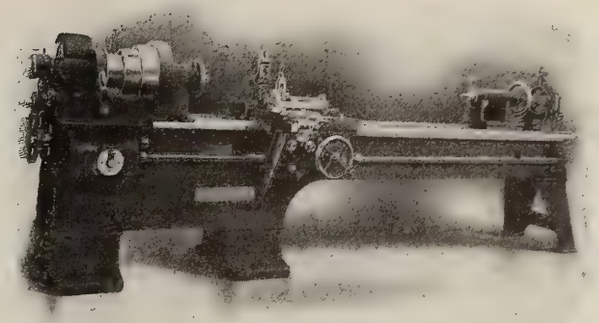
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The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect.

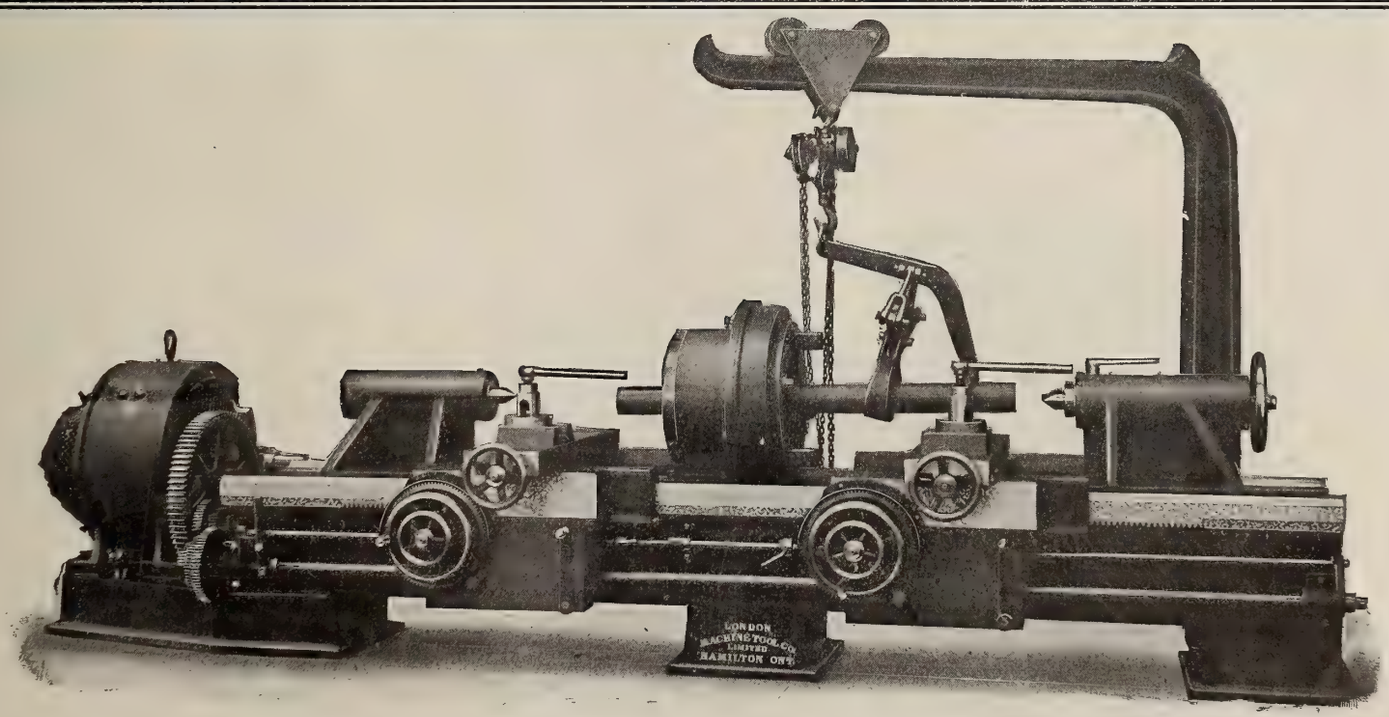
All labor-saving features are embodied, and workmanship is strictly first-class.

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GALT - - CANADA



HEAVY DOUBLE AXLE LATHES

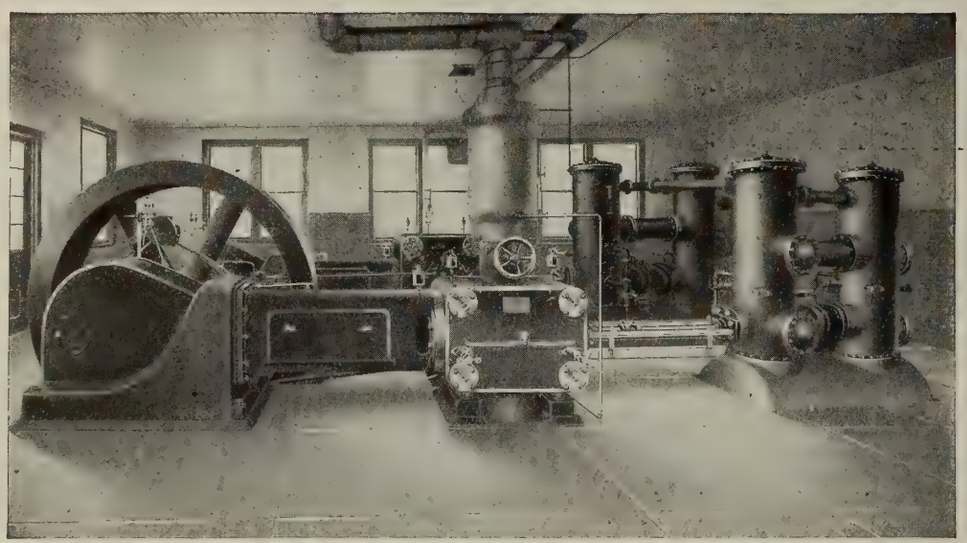
DESIGNED FOR TURNING CAR, COACH & LOCOMOTIVE AXLES USING HIGH SPEED STEELS TO THEIR LIMIT

WRITE US FOR FULL PARTICULARS

LONDON MACHINE TOOL CO., Limited

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ENGINES

Corliss, Slide Valve,
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BOILERS

Return Tubular,
Water Tube,
Internally Fired,
Portable

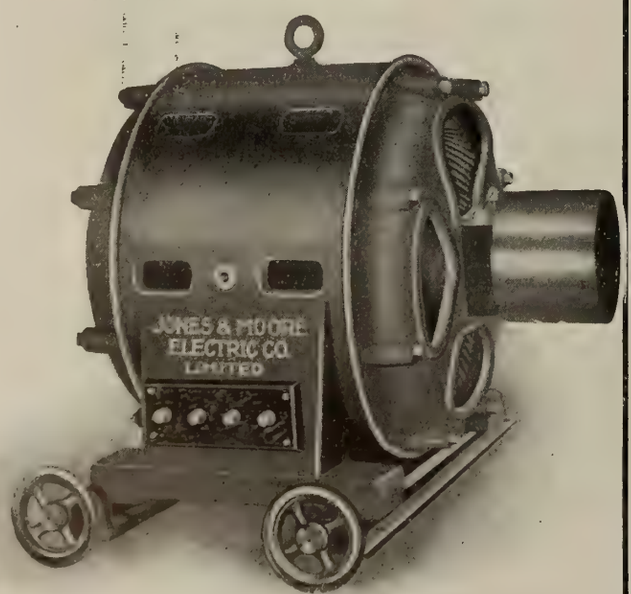
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Traders Bank Building, TORONTO; Wm. McKay, Manager
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Jones & Moore Electric Co.

LIMITED

294 - 300 Adelaide St. West - Toronto



Manufacturers of Dynamos and Motors

Over 3,000 Machines now in Successful Operation.
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Are You Sure Your Electrical Wiring is Safe?

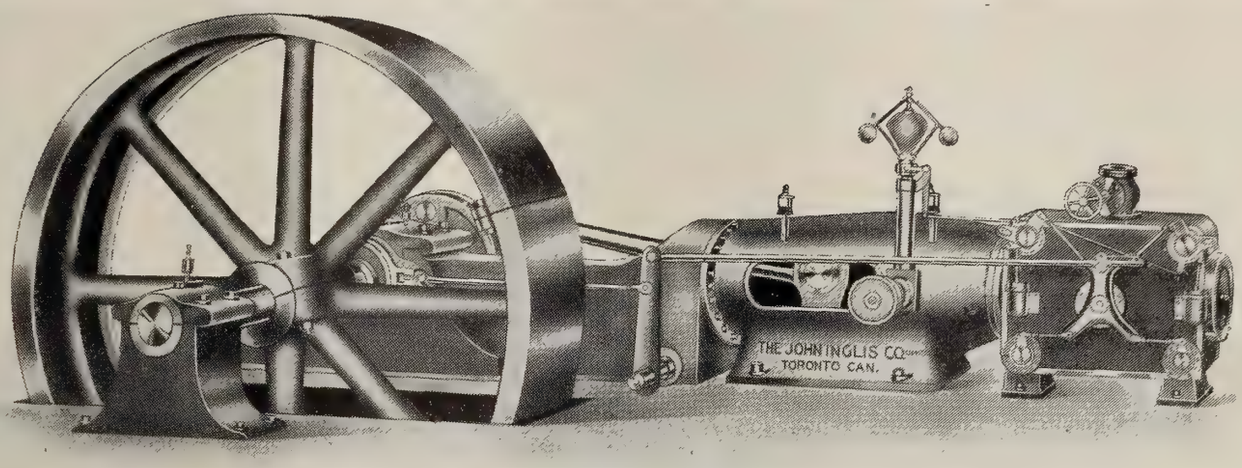
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HAVE NO EQUALS

Conduits Company Limited

TORONTO *MONTREAL*



We are always pleased to quote prices on

BOILERS.—Horizontal, Tubular, Vertical, Marine and Locomotive Type, any size.
TANKS.—Penstocks, Steel Flumes, all kinds of Sheet Iron Work.
ENGINES.—Corliss, Marine, Water Works Pumping Engines of all Types.

Be sure and get our prices before you decide.
Our products have stood the test for over half a century.

THE JOHN INGLIS CO., LIMITED
TORONTO, ONTARIO

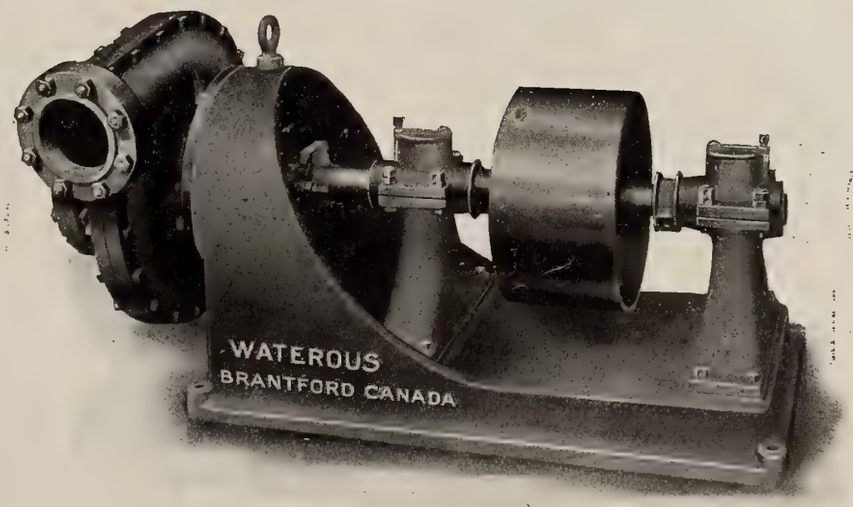
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FOR ALL PURPOSES

To Run Vertically or Horizontally

And Arranged for Belt, Motor or Engine Drive

Heavy and Practically Indestructible



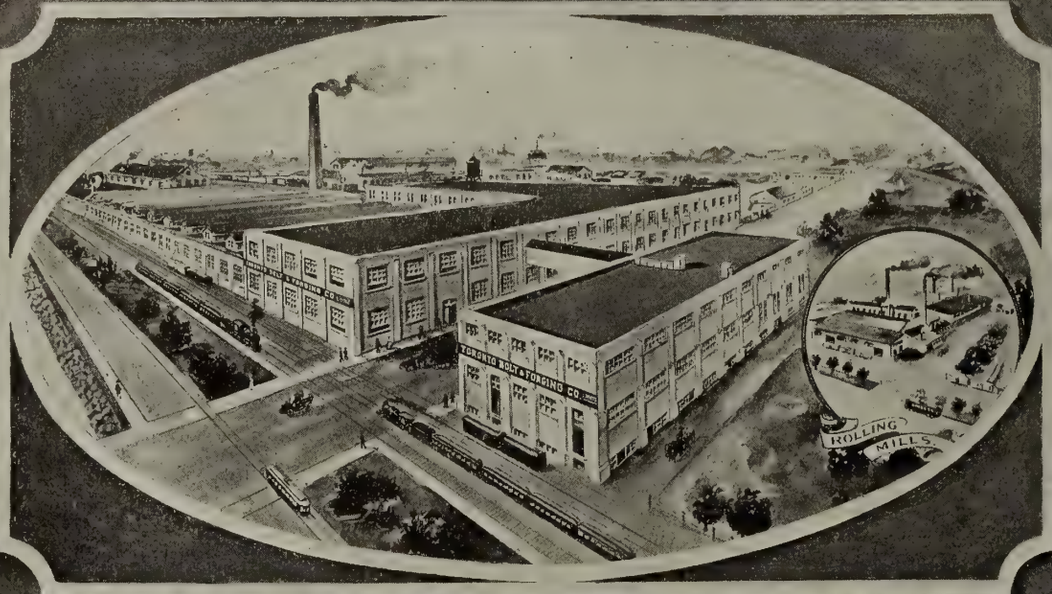
The Waterous Engine Works Co.

BRANTFORD, CANADA LIMITED

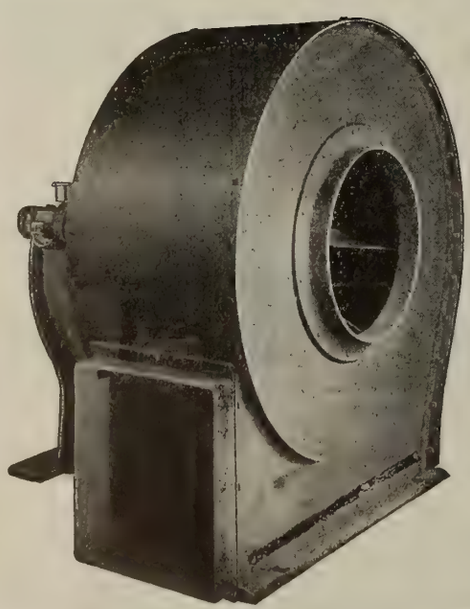
MAKERS OF
BOLTS OF ALL KINDS

NUTS

RIVETS

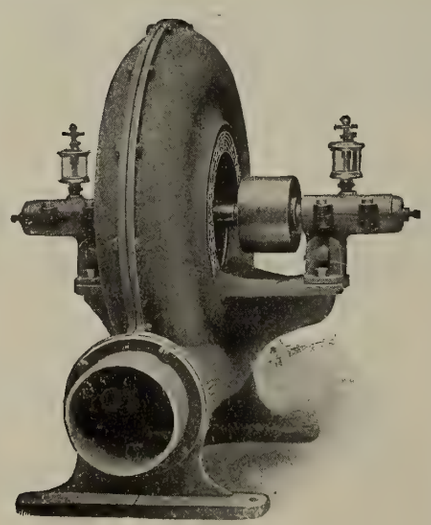


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TORONTO, CANADA.



Certain Points of Superiority are always noticeable in our Fans.

You will find them built exceptionally strong, so that they will not break down shortly after being started.



They are all equipped with our Improved Self-Aligning Bearings.

Our Fans give no Trouble.

Write for Illustrated Catalogue Describing Fans, Coils, Blowers and Exhausters, etc.

The DOMINION HEATING and VENTILATING Co. Ltd., Hespeler, Can.

POWER EQUIPMENT

Our Engines, Boilers, Heaters, Pumps, etc., are to be found in Canada's Most Prominent Power Houses.

THEY GIVE PERFECT SATISFACTION

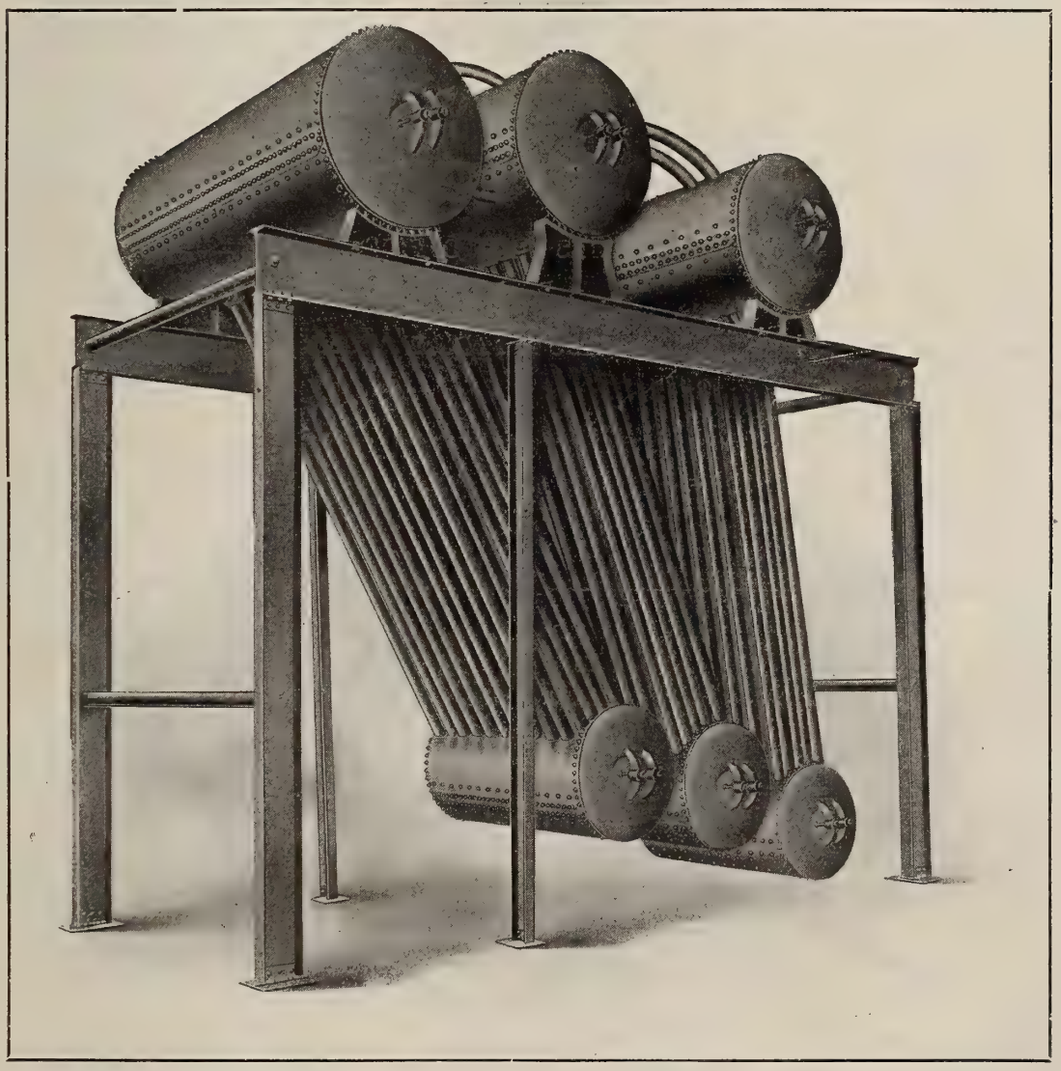


Illustration Shows Our New WATER TUBE BOILER
Side View, Not Bricked In

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QUEBEC AGENTS
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WE MAKE Wheelock Engines, Corli-s Engines, Ideal Engines, Piston Valve Saw Mill Engines, Boilers, Heaters, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery, Wood-Working Machinery, Transmission and Elevating Machinery, Safes, Vaults and Vault Doors.

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Three Things Worth Considering When Ordering

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are compressed in solid steel bands and cannot become loose or shed the Bristles. Made in oval and flat. Not affected by heat. Specially adapted for factory use. Write for full particulars.



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Let us check up your tag situation.

Samples of all kinds on request.

SOUTHAM LIMITED
MONTREAL

Ticket, Tag, Label and Folding Box Department

¶

IN this issue of "Industrial Canada," we are pleased to announce the addition of a new department to our business, namely—The Folding Box Department, equipped for making all kinds of cartons, candy boxes, raisin boxes, jelly powder boxes, bottle boxes, &c.

Your inquiries we shall be pleased to receive, and your orders will receive the usual Southam attention.

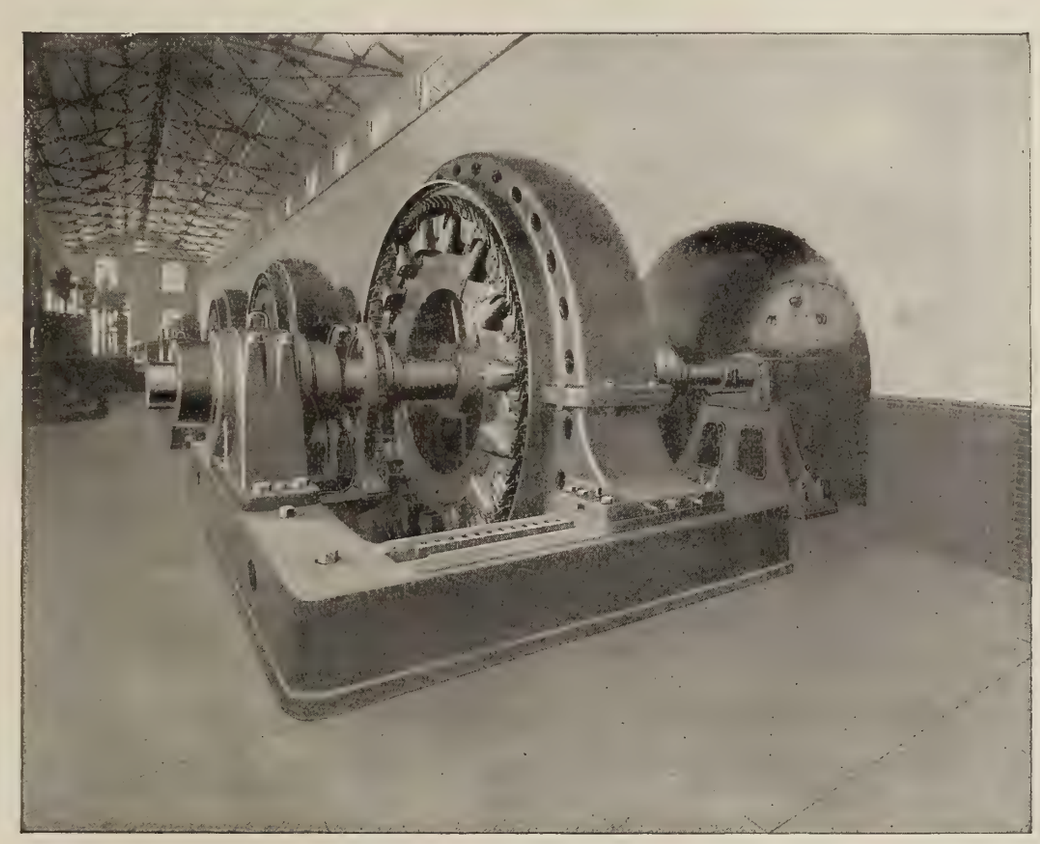
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Canadian Westinghouse Company

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Southern Power Co., Great Falls, S.C., Power Station
Eight 3000 Kilowatt Westinghouse Rotating Field Water Wheel Type Alternators

ELECTRICAL APPARATUS

Motors, Generators, Transformers, Switchboards, Etc.

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For Steam and Electric Railways

COMPRESSORS FOR INDUSTRIAL SERVICE

Steam, Motor and Belt Driven, Stationary and Portable

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BOILERS

Horizontal Tubular
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Built on honor, from the best materials, by skilled workmen, in a large, new plant, fully equipped with modern appliances for rapid and economical production.

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Works: Sherbrooke, Que., and St. Catharines, Ont.

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Two and Four Wheeled

Our Improved Designs will Interest You



Grocers' and Warehouse Truck. Style 79. Extra Heavy Design

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Manufacturers of Flour, Oatmeal and Cereal Machinery, Grain Choppers, Paint and Ink Machinery Spice and Drug Machinery, Chilled Iron Rolls and Metal Rolling Mills. Trucks, Special Machinery, Power Transmission, Elevating and Conveying Apparatus, etc., etc.

INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, NOVEMBER, 1909 | No. 4

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Co-operation Imperative.

THE article appearing in this issue, entitled "A Car Shortage Imminent," discusses a subject which, perhaps, is of more importance to the manufacturer to-day than any other. Raw materials must be had in order to operate a plant, and they must be received regularly in order to operate properly. Products must be forwarded as ordered if patrons are to be pleased and kept. A car famine is certainly in sight with the immense crops to move and the large tonnage of materials and products offering. This condition exists on both sides of the line, and as nowadays cars are exchanged between the railways as is gold between the banks, Canada is affected in the matter of car supply in the United States as well as at home. It can be depended upon that human nature will largely dictate the distribution of cars, and that the communities which establish with the owners of rolling stock the best reputation for prompt release of cars in order that they can be quickly put back into service will have their orders for cars filled promptly. It is only natural that this result should occur. Imagine the car distributor of the Pennsylvania Railroad at Pittsburg studying the problem of how to fill orders for one hundred cars with only forty available cars suitable for such orders. It is his business to effect the greatest possible efficiency. We will say that orders for twenty cars are to ship materials to Canadian points and the orders for the other eighty cars are to ship to various U. S. points. If the Association were to establish with the railroads here and in the United States the fact that special efforts are being made to release all cars as quickly after arrival as possible, regardless of the usual time allowed, they would have every right to claim preference in the distribution of cars, and it is most likely that cars to fill the Canadian orders would be shipped and the balance left to take care of the others, especially when for centres known to delay cars to the limit. What would this mean to our members?

Will Ask for Preference.

DURING the sessions of the Imperial Commission which has been investigating the conditions of trade between Canada and the West Indies, the suggestion was made by Hon. Mr. Fielding that Canadians should provide the Government with a list of the articles upon which a trade might be built up if a preference were granted. It would now seem as if a reciprocal arrangement with many of the islands included in the West Indian group might be effected. Manufacturers who have a market for their products there should communicate with the Secretary of the Canadian Manufacturers Association, Toronto, at once, placing him in possession of such facts regarding the competition at present offered, the duties enforced, and the preference desired, as will enable him to submit a clear and definite statement to the Government. By some perversion in the past Canada, while making vigorous efforts to secure trade in far-off foreign countries, has shown little practical interest in this market which lies at her door, and is bound to her by all the ties of a common nationality. Yet the West Indies are big purchasers of goods such as are produced in this country. They have no manufactures; they import flour in large quantities; they buy all the articles which are used in the life of a tropical people. A valuable mutual trade should be developed.

Canada's Trade with the United States.

IN view of the fact that Canada's trade relationship to the United States may be materially changed after April 1st, 1910, it may not be uninteresting to examine the actual items which make up the international exchange of products. For the last fiscal year the details were as follows:

Canada's Purchases from United States.

Agricultural implements	$1,902,642
Animals	2,603,135
Books and printed matter	2,448,175
Brass and manufactures of brass	1,436,851
Breadstuffs	6,677,166
Cars, autos, etc.	3,137,065
Chemicals	2,765,876
Coal—anthracite	13,543,968
Coal—bituminous	16,730,450
Coke	1,483,392
Copper	2,292,739
Cotton—manufactures of	9,328,878
Fibres	1,721,695
Fruits and nuts	3,860,807
Furs and fur skins	1,618,993
India rubber—manufactures of	1,156,825
Instruments—scientific	1,708,751
Iron—manufactures of	37,922,712
Leather—manufactures of	2,674,772
Meat and dairy products	3,653,596
Oils	3,063,540
Paper—manufactures of	2,304,652
Seeds	1,002,592
Tobacco	1,792,530
Wood and manufactures of	9,081,391
Total	$167,035,947

United States' Purchases from Canada.

(Dutiable.)

Animals—	
Cattle	$492,617
Horses	232,380
Sheep	902,995
All other	105,954
Art works	33,362
Books, music, etc.	73,267
Breadstuffs	995,000
Chemicals	1,440,961
Coal—bituminous	3,145,507
Coke	203,887
Copper, pigs, etc.	4,914,590
Explosives	222,182
Fibres, vegetable (unmanufactured)	144,716
Fish, fresh	1,759,978
Fish, cured	1,428,273
Fruits and nuts	529,684
Furs—manufactures of	72,709
Hides	1,872,265
Paper—manufactures of	706,756
Plaster	430,746
Spirits—distilled	1,114,601
Vegetables	635,218
Lumber	19,856,844
Wood pulp	3,198,223
Total	$42,535,792

(Non-dutiable.)

Animals—	
Cattle	$33,814
Horses	161,592
Sheep	95,631
All other	15,899
Asbestos (unmanufactured)	1,065,744
Bark—hemlock	43,890
Bones (unmanufactured)	92,990
Books, music, etc.	69,481
Brass—fit only for re-manufacture	53,613
Chemicals	283,124
Chromate of iron	69,009
Copper ore	1,158,894
Cotton (unmanufactured)	51,701
Fertilizers	299,267
Fibres, vegetable (unmanufactured)	35,938
Fish, fresh	1,375,315
Fish, cured	198,323
Furs and fur skins (undressed)	1,192,273
Hides	1,269,533
Household and personal effects	1,774,026
Nickel ore and nickel matte	2,389,924
Seeds	455,930
Silk (unmanufactured)	287,192
Tea	613,824
Pulpwood	4,989,919
Timber	1,245,095
Total	$32,595,874
	42,535,792
Total purchases from U. S.	$75,131,666

Canada stands third among the nations of the world as buyers of United States products. Per capita of population we stand easily first. The republic sells to us twenty-five dollars' worth of goods a year for every man, woman and child in the country. We sell to the United States, in return, one dollar's worth per capita of their population. Canada can look with a good deal of equanimity on the course of United States diplomacy during the next few months. The producers of the United States are the ones to worry.

Objections to Assessment Act.

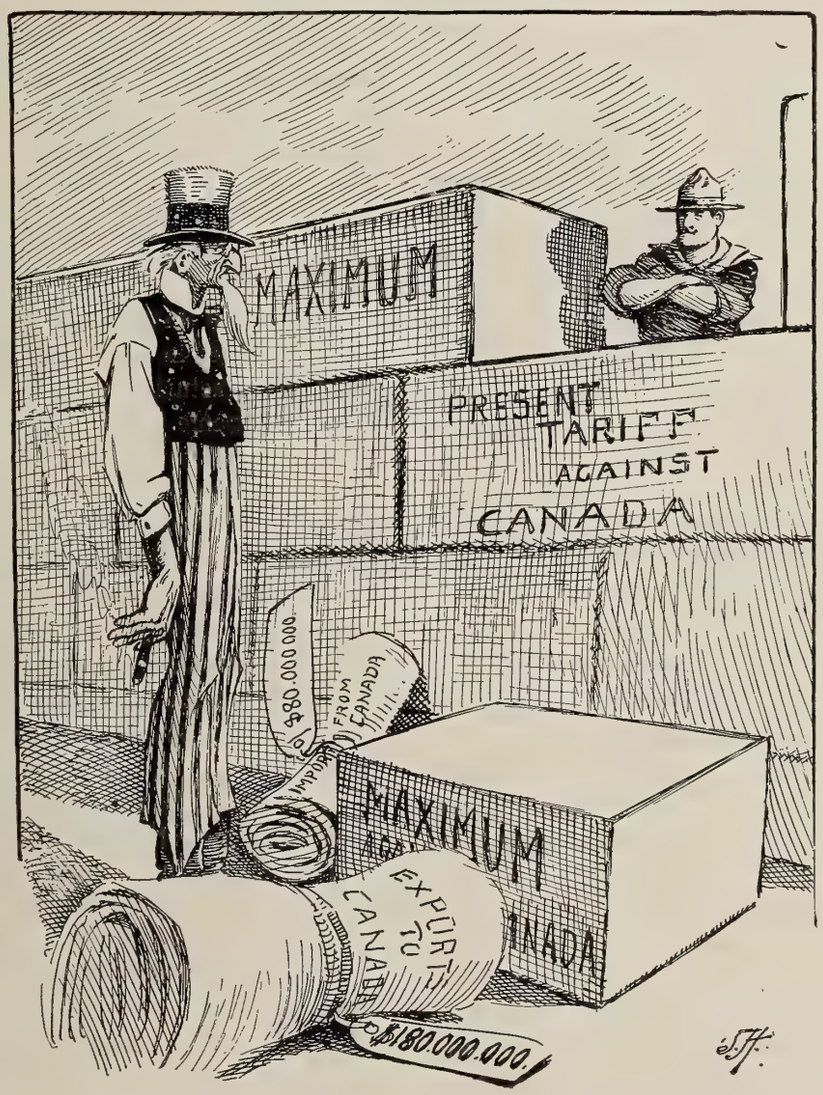
ELSEWHERE in this issue appears an article dealing with the Ontario Assessment Act, which members in that Province are urged to read in view of the fact that on November 23rd a Special Committee of the Legislature will take up the question of amendments to this Act, and unless

action is taken before then, the disabilities under which manufacturers now rest will be continued indefinitely. That the business tax is based on too high a percentage of the assessment is the general complaint. It is felt that it is discriminating to tax manufacturers twice as much on their realty as is paid by retailers. Yet that is how the law now stands. As a consequence of the high business tax, which is fixed on the value of the land and buildings, there is a tendency among manufacturers to carry on their business in cheap and dilapidated premises. A premium is placed on ramshackle buildings. The delivery of tax notices to employees is also objected to as introducing an additional source of friction between employers and their workmen, whereas subjects enough for discord exist at the present time. The payment of income tax on salaries by officers who are heavy stockholders in incorporated companies is another cause of dissatisfaction. Manufacturers who feel that the Act in its present form presses with undue severity on them should enter a vigorous protest at once.

A Surtax for a Surtax.

A CANADIAN manufacturer, in ordering a machine from the United States recently specified that it be delivered before April 1st, failing which the seller would be called upon to pay any surtax which might be imposed on United States goods in the event of Canada being subjected to the additional impost of 25 per cent. ad valorem in accordance with the provisions of the new Act. There need be no misunderstanding on the part of the United States as to Canada's attitude on this question. The ordinary tariff is so high that she has little to hope for in the way of finding a market there for her manufactured products. In most cases an increase in that tariff would have small effect, inasmuch as the wall is too high to scale even without the additional burden. None the less, the spirit of Canada is not such as to sit still under such treatment. The Customs Act contains a clause to cover just such a case, and the people will support the Government strongly in putting that provision into effect. If Canada is placed under the additional 25 per cent. schedule a surtax on United States goods will certainly be her answer. An order going in to a house across the line, with the condition mentioned above included, will help to indicate to the business interests of that country that Canada is in earnest in this matter, that a surtax will be the certain rejoinder to a discrimination against her. This country will not be clubbed into compliance with the fiscal wishes of the United States, just as she wasn't clubbed into acceptance of Germany's ultimatum.

It Gives Him Pause



UNCLE SAM: "I swan I don't see haow I kin put that stun up there without hurtin' m' self.

Steamship Line from Eastern Canada.

GREAT importance is attached to the proposal of the Imperial Export Company for the establishment of a direct steamship line from Eastern Canada to Australia and New Zealand. While giving the Canadian Pacific Railway Co. all credit for the service it has been supplying across the continent, the fact remains that the cost of carriage by rail is such as to make this route impracticable in the great majority of cases. Consequently Canadian shippers have been compelled to use the port of New York, and take their chances with the United States exporters, who, it is natural to suppose, have the first call on every boat's accommodation. It has been felt for several years that an increased trade with Australasia depended upon better water transportation. The goods which Canada has to sell to Australia and New Zealand are manufactured in Eastern Canada almost exclusively. They must be sold in competition with the products of the United States and Europe. The manufacturer in the Eastern States or in England sends his goods to the nearest port and thence by boat direct to their destination. Unless Canada can secure like conditions of trade, she will undoubtedly be left behind in the race. The race for trade goes not so much to the swiftest as to the cheapest, quality being considered. Can-

ada cannot compete with her rivals if she has to pay double the freight rates by shipping across the continent, or if she has to take what accommodation is left by sending her goods through New York. Whether or not the proposal made by the Imperial Export Co. is the best solution of the problem possible will have to be decided by the Government. Exporters will certainly endorse the general principle. One proviso should, however, be included in any contract entered into by the Government. It must be specifically stipulated that the freight rates given by the contracting company shall be not higher than the rates on similar goods from United States ports. Canadians are entitled to this treatment, if a subsidy is granted.

The Fire Loss.

THE annual fire loss on this continent reaches enormous proportions. It is many times greater, per head of population, than in any country of Europe. The loss is absolute, whether for the time being it falls on the insurance companies or on the insurers. So much wealth is destroyed; so many men are temporarily thrown out of employment; so much business is lost during the disorganization. If the loss falls on the insurance companies directly, the insurer can be assured that he pays the shot eventually. Rates are as high as they are because the fire loss is what it is. Anything which will help to diminish this loss should be heartily welcomed. Of the agencies operating in this direction none has been more effective than the New England Mutuals. By setting a high standard of fire fighting efficiency as the condition upon which their service is granted, they have compelled manufacturers to build fireproof buildings and equip them with all possible devices for the protection of property. As a consequence there is growing up a large number of factories and warehouses of a character to reduce the average fire loss. This is to be encouraged. It would be most unfortunate if the effort which is being made, and on the whole successfully, to lessen the sheer waste through fire, should be nullified by a refusal on the part of the Government to allow manufacturers and warehousemen to profit by their precautions. The wealth of the country is being conserved through the operations of such companies as the New England Mutuals. Their whole efforts are directed towards removing the possibility of fire. Most other companies devote their attention exclusively to raising enough funds to pay for the probable loss.

The fire loss of the United States and Canada for the month of October, as compiled from the carefully kept records of *The Journal of Commerce and Commercial Bulletin*, reaches the sum of $17,765,200, which, while large, is some $5,000,000 less than was credited against the same month last year. The following table gives the fire loss figures for the first ten months of this year, in comparison with the same months of 1907 and 1908, and shows the losses for the balance of those two years:

	1907.	1908.	1909.
January	$24,064,000	$29,582,000	$22,735,000
February	19,876,600	18,489,700	16,131,000
March	20,559,700	16,723,300	13,795,400
April	21,925,900	26,009,000	19,345,300
May	16,286,300	15,181,150	17,360,400
June	14,765,000	19,512,000	14,435,950
July	18,240,150	15,323,750	15,830,900
August	20,248,000	23,123,000	16,423,000
September ...	11,440,400	21,431,400	15,043,000
October	13,350,250	22,722,850	17,765,200
Total 10 mos.	$180,756,300	$208,098,150	$168,865,150
November	19,122,200	15,834,350	.....
December	15,783,750	14,629,750	.....
Total for year.	$215,662,250	$238,562,250	.....

Trade Name Protected.

A "TRADE NAME" case of general interest was recently decided in the British Columbia courts. A firm had been manufacturing for a number of years a liquid glue under the name of Le Page. They sold out their business and good-will to a company which continued to manufacture the article and to sell it under the old name. A member of the original firm, named Le Page, subsequently formed a new company and manufactured and sold glue under the same name of Le Page. The company which bought the business of the original firm applied for an injunction restraining the company subsequently organized by Le Page from using that name as applied to liquid glue. It was held by the court that the term or name "Le Page," as applied to glue, had acquired a trade distinctiveness, and that the plaintiffs were entitled to the relief asked for. In commenting on the case, the *Ontario Law Journal* says: "While there is no property in the name of a manufactured article, yet where a particular article has for many years been manufactured and sold under a particular name, other persons fraudulently taking advantage of such name will be restrained."

A Word of Advice.

IN welcoming the American Federation of Labor delegates to the city of Toronto, Mayor Oliver closed with a word of warning which might well be heeded. "It would be wisdom on your part," he said, "to refrain from countenancing the demagogue. The domination of the demagogue does more to create an unfavorable impression of the conscientious trades and labor advocates than all other causes combined. I allude to the blatant, work-dodging agitator, who delights in beguiling and parading those unfortunates, chiefly recent importations, who are to be found in every large centre of population. Advocating the doctrine of anarchy, too—and by anarchy I mean the utter disregard of properly constituted government—to those among whom

are perhaps many human derelicts who have become embittered against society and who are, therefore, prone to yield all too readily to such an influence, is to propagate an evil that is destructive alike to the true principles of labor, to the individual and to the community at large. Intelligent organization, education, agitation and the ballot-box are the true correctives for such evils as exist. It is not my intention to dictate to you. You are undoubtedly more capable of safeguarding your own interests than I am of advising you. Nevertheless, it does seem to me that some means should be adopted by organized labor to discourage those acts which tend to lower its dignity in the eyes of the people, to whom, after all, you must appeal for that moral and tangible support without which you can hope to accomplish very little."

The Opening of Parliament.

PARLIAMENT has a varied and interesting programme for its present session. Most important, as marking the opening up of a new phase of national life, is the legislation providing for the establishment of a navy. Quite apart from the main question, which has to do with Canada's assuming a fair share of the responsibility for her own defence, the navy, even in embryo, will necessitate shipbuilding yards and dry-docks. A new industry becomes possible. Of scarcely less importance to the business interests are the measures which will be brought forward on banking and insurance. The regular decennial revision of the Bank Act must be undertaken, and on the wisdom of the changes rests in no small measure the stability of our financial system. The Insurance Act, which was passed by the House of Commons too late in the last session to admit of its being considered by the Senate, will be introduced in the latter House early in the present session. It will be the battlefield for a big fight. A bill will also be introduced to amend the Railway Act, granting the Board of Railway Commissioners more specific control over the telegraph and telephone companies. The French Treaty will also come up for ratification. Legislation providing for railway and canal construction will no doubt play a prominent part in the Government's programme. The session promises to be most interesting.

Canada's Harvest Time



A Great Yield.

The Adoption of Brands.

THE weak link in the Made-in-Canada chain is the retailer. Manufacturers may be making a wide range of goods and the consuming public may be impressed with the desirability of buying the product of home labor. Unless, however, the storekeeper has the goods, and pushes their sale, it will be impossible to bring the maker and consumer together. At best the average shopper is only a passive supporter of the movement. If two articles are shown to him, one of which is made in Canada and the other is of foreign manufacture, he will probably choose the former. Some means must be found of letting that average, passive, well-meaning consumer know what is Canadian-made and what is not. The obvious way is to adopt "brands," and make them known. That has been already done in a score or more of lines with excellent results. The whole idea should be to make it easy for the buyer; let him know what he is buying. If a man is purchasing a fountain pen, or a safety razor, he doesn't have to ask the salesman whether or not what he is being offered is made in Canada. The name of the article and its Canadian manufacture have been driven home to him constantly and persistently. He cannot pick up a paper or ride in a street-car without being told it. The retailer is forced to sell them. If the consumer can be educated to call for the article he wants by name, the retailer will no longer be a stumbling-block in the movement. His co-operation is certainly essential in any campaign which is undertaken. It must be shown to him that the sale of Canadian goods is in his interest. This can be done by making them most salable.

CHANGES BY ORDER IN COUNCIL

Under the provisions of Section 286 of the Customs Act, the following articles used as materials in Canadian manufactures have been transferred to the list of goods which may be imported into Canada free of duty:

Item 723. Metallic elements and tungstic acid when imported by manufacturers for use only in their own factories in the manufacture of metal filaments for electric lamps.

Item 724. Twine or yarn of paper when imported by manufacturers for the purpose of being woven into fabrics in their own factories.

Item 725. Steel imported by manufacturers for use in their own factories in manufacturing rough unfinished parts of rifles, when such parts are to be used in rifles to be made for the Government of Canada.

Item 726. Gun barrels, in single tubes, forged, roughbored.

Item 727. Antimony salts for dyeing.

Item 728. Hyposulphite of soda when imported by tanners for use in their own factories in the tanning of leather.

Item 729. Rolled iron and steel rods, not over half an inch in diameter or in width, to be manufactured into horse shoe nails, when imported by manufacturers of such nails.

Also under the same Section of the Customs Act the following articles used as materials in Canadian manufactures have been reduced to the following rates of duty:

Item 730. Cold rolled sheets or plates of steel with sheared edges over fourteen gauge, and not less than one and one-half inches wide when imported by manufacturers of mower bars, hinges, typewriters and sewing machines for use only in the manufacture of the said articles in their own factories,

Under the British Preferential Tariff... 5% ad valorem.
Under the Intermediate Tariff..... 7½% "
Under the General Tariff.....10% "

Item 731. Preparations made from pyroxylin and wood naphtha when imported by manufacturers for use only in their own factories in the coating of imitation leather,

Under the British Preferential Tariff... 5% ad valorem.
Under the Intermediate Tariff..... 7½% "
Under the General Tariff.....10% "

Item 732. Coated or sized cloth when imported by manufacturers for use only in their own factories in manufacturing sensitized blue or black print cloth.

Under the British Preferential Tariff..10% ad valorem.
Under the Intermediate Tariff.....12½% "
Under the General Tariff.....15% "

CUSTOMS RULINGS

Fabric from Paris described as "Eolienne," per sample, made of silk one way and of wool the other way, Item 567, British Preferential rate 30 per cent. General Tariff rate 35 per cent.

Triangular mesh steel wire reinforcement, not galvanized, per sample, used in concrete work, Item 454, British Preferential rate 20 per cent; General Tariff rate 30 per cent.

NOTE.—Iron or steel wire work strengthened for tensile strain beyond the ordinary requirements for fencing and thus adapted for concrete reinforcement is not entitled to entry under Tariff Item 405 as wire fencing.

Tissue paper (with colored patterns thereon), per samples, exported by Heinrich, Barth & Co., Hamburg, Item 199, British Preferential rate 22½ per cent; General Tariff rate 35 per cent.

Briar pipe bowls, unfinished and unmounted, without mouth pieces as per samples, Item 506, British Preferential Tariff rate 17½ per cent.; General Tariff rate, 25 per cent.

Green and red baize, per green sample, Item 567, British Preferential rate 30 per cent.; General Tariff rate 35 per cent.

Surgical bandages or dressings in the form of fabric, *except* "*Gauzes*," are not entitled to entry under Tariff Item 236 as "antiseptical surgical dressing.

Delivery wagons having axles smaller than 1½ inch in diameter have been ruled to be dutiable under Item 592 of the tariff, General Tariff rate 35 per cent.

Glass or metal reflectors for automobile lamps are entitled to entry under Item 435 of the tariff, British Preferential rate 20 per cent.; General Tariff rate 30 per cent.

Crepe Paper without colored design, when made at one operation on the paper machine in the forming of the sheet, and not afterwards advanced in manufacture, may be entered under Tariff Item 197 if imported in rolls of fifty pounds and upwards to be finished into merchantable wallpaper; General Tariff rate 25 per cent.

Greases, Curriers'. No. 1 Split Grease, Vacuum Curriers' Hard Grease, and Curriers' Polishing Compound, have been ruled to be dutiable at the rate of 25 per cent. General Tariff under Item 224, but when used in the manufacture of leather a drawback of 99 per cent. of the duty paid will be granted, as provided in Item 1016 of the Tariff.

"*Metachrome Mordant*," a chemical compound composed of two or more salts soluble in water adapted for dyeing, is entitled to free entry under Item 203 of the Tariff.

INTERNATIONAL EXHIBITIONS

Capetown, South Africa.—The exhibition to be held in commemoration of the establishment of the South African Union will most probably be opened in September, 1910.

London, Eng.—Preparations for the Japan-British Exhibition to be held in London next year are progressing favorably. The Duke of Norfolk is Chairman of the Exhibition Committee. The railway companies are granting special rates for the carriage of exhibits and they will also give reduced passenger rates during the course of the exhibition.

Allahabad, India.—In December, 1910, an agricultural exhibition will be held at Allahabad, where farm implements of all kinds will be on view. A large area has been provided in order that the machinery and implements may be seen in actual operation. Mr. B. C. Burt, Deputy Director of Agriculture at Cawnpore, India, is in charge. He is issuing a pamphlet describing the nature of the market for agricultural machinery.

Ekaterinoslav, Russia.—Exhibits for the International Exhibition to be held in this city from July 14 to October 8 next year are to be admitted into Russia free of duty, and on return from the exhibition they will be carried to the port of exportation free of charge. Applications for entry to this exhibition must be made to the Administration Board, South Russian Exhibition, Ekaterinoslav, not later than May 15 next.

PROPOSED TARIFF COMMISSION

A Further Explanation of the Attitude of the Canadian Manufacturers Association in View of Misunderstandings Apparent in Various Press Discussions.

IN their editorial treatment of the proposal advanced by the writer in the August issue of INDUSTRIAL CANADA, under the heading, "What a Permanent Tariff Commission could Accomplish," most of the Canadian newspapers seem to have neglected the first essential to a fair and intelligent criticism of any article, and that is to read it.

Notwithstanding the pains taken to make it clear that the Commission advocated would *not* act in an advisory capacity and would *not* make recommendations, but would only bring to light facts, and make those facts public, we find various journals objecting to the idea on the ground that it would be an interference with the rights and responsibilities of Parliament.

The *Ottawa Free Press* claims that as the tariff is a matter of political policy, it is a question which must be dealt with by the Government of the day and not by any Commission free from control of Parliament. Quite right; but when or where did we ever suggest a Commission free from control of Parliament? Never.

The *St. John Sun* says: "If perchance what they desire is that the matter of tariff adjustment be taken quite out of politics and left absolutely with an independent board of assessors, that neither the public nor their representatives, nor the Government, should have any opportunity for recognized revision of the findings of these experts, the negative of the public will be emphatic and immediate." Of course it would, and rightly so; and, what is more, the Manufacturers Association, or any other organization, would be fools to ask such a thing.

The *Hamilton Times*, speaking of the writer, says: "He fails to realize that what is asked is that this Tariff Committee should be made superior in authority to the Government of the day, but that the Government of the day should be held to responsibility." Such an assumption is so entirely wide of the mark as to require no refutation or comment.

This is how the *Toronto Star* illustrates the impracticability of the proposal: "The experts give many laborious days to the working out of a tariff which will give the industries precisely the protection they require, no more and no less. The House of Commons says that the tariff produces too much revenue or too little. . . . The House cannot recast or modify the tariff to suit its own views because, according to Mr. Murray, the details ought to be left to experts." In no part of the writer's article did he advocate a Commission that would work out a tariff which would give industries precisely the protection they require. True, he quoted the example of Germany in this regard, but made it clear afterwards that "the Commission would not fix rates of duty; it would not even recommend rates of duty. All it would do would be to dig out the cold, hard, material facts from which there is no getting away, so that Parliament, with those facts in its possession, could legislate intelligently."

To illustrate one of the ways in which such a Commission could be of inestimable service, let us take the example of the woollen industry. For years the woollen manufacturers have been clamoring for more protection, claiming that it was impossible for them to stand up against the unequal competition of cheap British labor, that the handicaps under which they labored by having to pay higher prices for their wool, by having to pay duty on their machinery, by having to erect well heated, well ventilated and sanitary factories, etc., were such that they must sooner or later be driven to the wall without a higher duty on their finished product. Wholesalers and importers, on the other hand, have contended with equal vigor that the duty was already too high, that the trouble with the manufacturers was that they did not know their business, that they did not employ properly trained help, that they tried to get along with antiquated machinery, that they spread their energies over too many lines instead of specializing, and that they could never succeed until they learned the secrets of good dyeing. As between these two contentions who can say how much is truth and how much is exaggeration? Nobody, until a thorough investigation has been made by experts. That is what we want the Commission to do—to get at facts. When they give us the facts we will know how to dispose of the question, but not before. If the woollen manufacturers have no case they will then be told so, in no uncertain tones. If, however, they are able to justify their complaint, then in Heaven's name let us give them a square deal.

Taking the Tariff Out of Politics.

The above phrase is capable of two interpretations, all depending upon the breadth of meaning given to the word "tariff." The tariff as a whole is in itself a policy. Whether this country needs a highly protective tariff on the one extreme, a low tariff on the other extreme, or a tariff for revenue with incidental protection as a compromise between these two extremes, is a matter of policy to be determined by the Government of the day. In that sense the tariff can never be taken out of politics. But if by the tariff we mean the rate of duty on individual items, wondering the while if we cannot get it raised or lowered through influence of some sort, to suit our private and personal interests, that is not a matter of Government policy at all, but is simply a question of political pull. It is in that sense that we want the tariff taken out of politics. We do not want the man with the strongest arm or the longest purse to have the final say whether a certain rate shall be 10 per cent. or 30 per cent. There is somewhere a solid foundation of fact upon which the Government can frame a rate that will be rational, having regard always to their general policy with respect to taxation.

To illustrate again, let us suppose a deputation appears before the Premier, the Minister of Finance and the Minister of Customs, to urge the imposition of a duty on lumber. One side of the case, and one side only, is presented. The following week a deputation of retail lumber dealers from the West comes along and alleges a combine among the manufacturers as a reason why the duty should be withheld. Again the presentation is altogether one-sided. Neither deputation is content to rest its case upon the arguments advanced, but seeks to enlist the support of everyone who is thought to have a little pull, and in the long run it is the side that has the biggest pull that gets what it wants. That is not as it should be; it is fundamentally wrong, and the Ministers should free themselves from all suspicion of favoritism by creating a Commission of Investigation and then saying to these gentlemen: "State your case to the Tariff Commission. They will sift the evidence you submit, weigh it up against the evidence of those who oppose your application, and in due course let us know what real merit there is in all the arguments."

What possible exception can there be to such a course? It is eminently fair to all parties concerned—in fact, it is the only fair way to deal with such applications; it would free our Ministers and our Parliamentarians from all sorts of embarrassing positions and give them more time to devote to their regular duties. Indeed, when people oppose the taking of the tariff out of politics in this sense we can only assume that they do so in order to be able, by the granting of special favors, to perpetuate themselves in office.

About that Private Session.

A good deal of criticism has been heaped upon the head of the Association because it considered the suggestion for a Tariff Commission in private session. Some seem to think the manufacturers were afraid to let their views be known, afraid to state openly what they were seeking to obtain, that behind it all there was some deep-laid plot to fleece the public, and that their very secrecy should be enough to cause all other interests to be on their guard. In answer to this it may be said that the Association is considering scores of problems every month in meetings to which the press are never admitted. Hundreds of organizations are doing the same thing. The Federal Cabinet and all the Provincial Cabinets are doing the same thing. Why? Because matters of policy are being discussed, and until a policy is finally agreed upon it is usually considered unwise to take the public into one's confidence.

The Association has not yet made up its mind what it wants in the way of a Tariff Commission. It has decided in a general way that a Tariff Commission would be a good thing, but it has not agreed upon such vital points as the size and composition of the Commission, the amount of authority that should be vested in it, and the publicity that should be given to these investigations. Until its ideas are formulated with more definiteness it will have no recommendations of any kind to make to the Government, and consequently the criticism of the press is uncalled for. In due course, however, the Association will probably make a pronouncement stating exactly what it wants and the reasons why it wants it. Of one thing the press may be assured, and that is, when that time comes the Association will have nothing to conceal. If the Commission it asks for is not a Commission which will give the farmer, the workingman and the consumer as fair a deal as it will give the manufacturer, then the whole project will deserve condemnation. But until then it is scarcely fair for the press to prejudge it.

G. M. Murray.

COMPENSATION TO WORKMEN IN ENGLAND.

The workings of the British Workmen's Compensation Act for the year 1908 have been set forth in detail in a volume just issued by the Home Office of the British Government. While it was impossible to secure accurate returns from such branches of industry as domestic service, building, sea-fishing, etc., seven great groups of industries were compelled, by order of the Home Secretary, to make returns.

The following is a summary of the results:

Total employees	7,512,753
Fatal accidents	3,447
Disablement cases	325,484
Compensation paid	£2,080,672

These figures are divided up among the seven groups as follows:

	Deaths.	Disablement.	Compensation.
Shipping	371	5,877	£112,852
Factories	951	130,506	802,044
Docks	156	21,254	86,728
Mines	1,301	137,622	841,456
Quarries	88	5,284	34,798
Constructional work	119	6,805	51,928
Railways	458	20,649	150,511

The statistics given above represent the working of the Act for the only full year that it has been in operation. The figures will be studied with the utmost interest.

DUTIES ON CANADIAN WOOD PULP.

"One of the most interesting decisions rendered this year by the Treasury Department," says the Paper Mill, "holds in effect that wood pulp, mechanically ground, imported into the United States from anywhere in Canada except Quebec and Ontario Provinces, is free of duty until otherwise directed. If produced from pulp wood cut on private lands in Quebec and Ontario it is admissable free of duty. But if produced from pulp wood cut on crown lands in either Quebec or Ontario it is assessable at one-twelfth of one cent per pound and in the case of Quebec there is added a countervailing duty of 25 cents per cord as the equivalent of the export tax.

"In view of the wide interest this question has attracted the full text of the department's decision, as contained in a letter to the Collector of Customs at Detroit, Mich., is herewith given:

"'You state that, following the Department's instructions of August 26 last, you are collecting duty at the rate of one-twelfth of one cent per pound under paragraph 406 of the Tariff Act of August 5, 1909, upon mechanically ground wood pulp produced from pulp wood cut in the Province of Ontario, whether the wood was cut on crown lands or private lands in said Province.

"'It was not intended, in the decision referred to, to direct the assessment of duty upon mechanically ground wood pulp produced from pulp wood cut on private lands in Ontario, but as it appears that the decision is not clearly understood, the Department deems it advisable more fully to state its position in regard to the assessment of duty upon wood pulp and printing paper imported from the Dominion of Canada.

"'As the records on file in the Department do not show that any Provinces in the Dominion of Canada, except the Provinces of Quebec and Ontario, impose an export duty on or prohibit the exportation of pulp wood, wood pulp, or printing paper, all mechanically ground wood pulp imported into this country from any Province in the Dominion of Canada, except the two mentioned above, should be admitted free of duty until otherwise directed.

"'As the Province of Quebec imposes an export duty of 25 cents per cord on pulp wood cut on crown lands, mechanically ground wood pulp produced from pulp wood cut on such lands should be assessed under the provisions of paragraph 406 of the last tariff act, with the regular duty of one-twelfth of one cent per pound and a countervailing duty equal to the export tax, viz., 25 cents per cord. The equivalent of a cord of pulp wood is the short ton of 2,000 pounds of wood pulp, air dry weight.

"'As the Province of Ontario prohibits the exportation of pulp wood cut on crown lands, mechanically ground wood pulp produced from pulp wood cut on such lands should be assessed with the regular duty under said paragraph 406 at the rate of one-twelfth of one cent per pound. Mechanically ground wood pulp produced from pulp wood cut on private lands in the Provinces of Quebec and Ontario should be admitted free of duty.

"'Chemical wood pulp or sulphite is subject to the regular duty provided by paragraph 406, and chemical wood pulp or sulphite produced from pulp wood cut on crown lands in the Province of Quebec, in addition to the regular duty, is subject to the countervailing duty provided by the said paragraph. The equivalent of a cord of chemical wood pulp or sulphite is 1,400 pounds air dry weight.

"'Referring to the instructions in the Department's decision in regard to the assessment of the 35 cents countervailing duty upon each ton of printing paper manufactured from pulp wood cut on crown lands in the Province of Quebec, you are advised that the ton referred to is the short ton of 2,000 pounds.'"

A CAR SHORTAGE IMMINENT

A shortage of cars is predicted for the immediate future, with all the delays and disorganization of business which such a condition implies. A suggested relief.

IT may not be generally known, but there is every indication that at a very early date a severe shortage of cars will develop in Canada. In fact it is safe to say that there is a scarcity of cars at the present time, and as one manufacturer said, "We haven't even begun to ship yet—what are we to do in the future?" Enquiries made of the railways disclose a grave apprehension on their part of their ability to meet the wants of shippers as desired, and they are putting forth every effort to obtain the greatest efficiency possible from the available equipment. Circulars have been issued to agents and yardmen to the effect that it will be necessary during the balance of the present season to place, load or unload and lift cars with all possible despatch. Agents and yardmen are asked to enter heartily into the spirit of the thing and to be active and tactful so that the demands of the shippers can be satisfied and the car performance of the carriers considerably improved.

Besides these emergency instructions special agents have been sent to all terminals large and small to post the army of railway employees as to the gravity of the situation and to keep every empty car moving to the spot where it is wanted. Daily telegraphic reports of the movement and location of cars and whether loaded or empty are received. At stations where there is no telegraph service freight conductors have instructions to take the numbers of the cars which they find there and report whether loaded, empty or partly loaded and direction going, so that the railway officials are in close touch with the movement of every car on their system. In addition to this new cars are being built as fast as the capacity of all car shops will permit, so that it will be seen that the carriers fully recognize the seriousness of the situation and are doing everything within their power to relieve it.

The last reports of the American Railway Association, that is up to October 13th, 1909, indicate a total shortage on all the principal railways in the United States, except one, amounting to 23,431 cars, while the last reports for the Canadian lines show a shortage of at least 500 cars. A well-known student of this feature of transportation in commenting upon the shortage says:

> "If we are right in assuming from the Interstate Commerce Commission's reports that the load moves on an average 242 miles, and from the American Railway Association reports that the car, on an average, now makes about seventy per cent. loaded mileage, we may assume that the average time of a round trip of a car is twelve days. To obtain this we use the best monthly record of the American Railway Association—27.2 miles per day.
>
> "As there are something over two millions of cars on the Continent, the indications are that 185,000 cars are loaded every day, and this shortage of 23,431 cars is therefore a shortage of 13 per cent. This means that 13 per cent. of the freights offered are delayed one day or more before they can be shipped. But this is all that this shortage means. It does not necessarily mean any restriction in production except in those trades where absolutely no storage is provided before shipment."

He further says:

> "It is too early to fully explain how the railways of the country are carrying this immense business with so small a shortage of cars, but this can be said: The number of cars in the country have increased in the last two years by nearly 200,000, and the average capacity of the cars is much greater than it was two years ago. Further, the railways of the country by increasing their facilities and by improving their methods, are able to give a better movement to their freight cars than they did two years ago. In this they now have had the assistance —even if it be the reluctant assistance—of the public in the enforcement of demurrage rules, which has undoubtedly increased the available equipment."

The Situation Increases in Gravity.

Several reasons are given for the shortages. It is, however, apparent that the present shortage is on the increase. It will be observed that according to the above statement the shortage does not necessarily mean any restriction in production except in those trades where absolutely no storage is provided before shipment. It is, therefore, apparent that a shortage of cars is bound to affect the manufacturing interests to a greater extent than any other interest in the country.

In studying the situation in the United States there is some doubt as to the continuance of the car shortage. Some are content to rely upon past records. On the other hand many well posted men believe that the present increase in production will be maintained throughout the winter, and that we are about to face another long-continued car shortage. With this in view many railways are ordering additional equipment.

As regards the situation in Canada, Railway Statistics issued by the Department of Railways and Canals for the year ended June 30th, 1908, show that there were 107,407 freight cars in service in 1907, and 115,709 in 1908, making an increase of 8,302 cars. Whilst the report shows an increase the total number available is depleted to the extent of the normal number undergoing repairs, which equals about 5.02 per cent., or say 5,808 cars in 1908. This condition, however, is not confined to any particular year; in other words the normal number of cars in shops for repairs is relatively the same in all years.

Statistics are not available for 1909. It is doubtful, however, taking depreciation into consideration, whether the number of cars has been materially increased.

The report of the American Railway Association of October 21, 1909, shows that there was a small shortage of cars on Canadian lines on September 29th; that the surpluses and shortages were about the same on October 13th. Since that date, however, conditions have changed, as already outlined.

Whilst the railways have probably not materially increased their equipment during 1909, a marked improvement has been made in respect to detention; that is to say, the railways have, by increasing their terminal facilities and by other means, cut out a great deal of the delays for which they were responsible, and as a rule would not admit, but from which nevertheless the public suffered. In any event the records indicate that the average detention has been reduced to a minimum and as a result the efficiency of the equipment enormously increased. This, no doubt, accounts to some extent at least for the fact that an increased tonnage is being handled with a slight increase in equipment.

Relief Depends on Shippers.

As stated above, the railways in Canada have, we believe, up to the present time this fall met successfully the demand

for cars. From press reports it is evident, however, that a considerable percentage of grain is being held back by the farmers in the West, all of which will undoubtedly have a serious effect on the situation. There is a saying that "The Lord helps those who help themselves." There is no question of doubt but that manufacturers can assist very materially in overcoming the car shortage, and that is by keeping equipment in their possession for the shortest possible period. Those who give the matter any thought must realize that the car equipment of the carriers belongs as much to the public as to the owners of it; that the public is equally interested with the owners in securing the greatest efficiency, and that in loading, unloading and releasing cars promptly they are serving themselves. Car famines are almost annual affairs in North America, and will continue so long as there is such a large annual fluctuation in the tonnage of farm products and raw material. If the carriers were forced to provide sufficient equipment to move the largest amount of tonnage in sight at any particular time, the addition to their fixed charges would be so great as to seriously increase transportation charges. When shippers delay the loading of cars or use cars as warehouses they are depriving others of the right to do business.

Mr. John H. Marble, Attorney of the Interstate Commerce Commission in an article on "Uniform Demurrage Rules," says:

> "There is, as the railways do business, as truly one lot of cars for the entire country as there is one lot of blood in a body or one lot of water in a lake. The car that is loaded with cotton in Oklahoma may go to New Orleans for the export trade; it may go to New England for the domestic trade; it may go to any one of a hundred destinations. It is a car that might be used in Iowa to carry corn, in the Dakotas to carry wheat, in any city to carry general merchandise.

Before the Board of Railway Commissioners was created there were certain demurrage rules in effect which we believe were more or less respected. Since the Board has come into existence, however, new rules were adopted. These were submitted to the public and thoroughly discussed by the representatives of the shippers and carriers. They were finally approved of by the Board and are in effect to-day. These rules provide for a certain time within which to load and unload cars. We think that on the whole they are fair to both the shipper and the carrier. Forty-eight hours' free time is allowed for loading or unloading except in exceptional cases, where twenty-four hours additional free time is allowed.

Time Should be Minimised.

But this time allowance is intended to be used only in cases of emergency. It is the maximum time allowed. It is a privilege to be used in exceptional cases, and not to be taken advantage of. Some shippers have complained of the imposition of an additional toll of $1.00 per car per day when cars are delayed in loading or unloading, overlooking the fact that this charge is not a toll in the sense of a transportation charge, but rather in the way of a fine. It does not represent the earning powers of a car, which, by the way, average from $2.00 to $2.50 per day. We believe that there have been no serious objections to the charge on the part of the shipping public regulating shipments to correspond with unloading facilities, and those who do not seek profits in the marketing of goods from the car. It has also resulted in greater care on the part of shippers in ordering cars for loading by specifying the date they are wanted, and the avoidance of the old practice of ordering in advance of the time and in excess of the number wanted.

Probably the most important thing to bear in mind is:

Don't pay demurrage. It doesn't pay you or the railways. Each and every car is worth from $2.00 to $2.50 per day to the railways. It should be worth considerably more to you.

Don't allow the shippers from whom you buy raw material to send you more than you can take care of without delay.

Don't allow cars to stand under load until the free time allowed by the demurrage rules has about expired.

Don't allow empty cars to stand on your siding after they are unloaded; notify the agent to have them taken away. If not done promptly report the delay to the proper railway official. You will be serving yourself and the railway company.

Remember that when you load or unload promptly you are serving yourself at some other point.

Cars Are Not Warehouses.

Whilst the railways have issued positive clear instructions to employees in regard to the handling of cars, shippers should see that these instructions as far as it lies in their power, are carried out. It is well known that the carriers in the past have largely contributed to the car shortage on account of lack of power and yard facilities; that cars have been unnecessarily delayed before being taken away; serious loss has been suffered by shippers through delay in placing cars for unloading, all of which resulted in a demand for reciprocal demurrage. Shippers are not yet satisfied that there should not be some reciprocal legislation whereby they would be protected against loss in the case of failure on the part of the carriers to perform their part of the contract. It is suggested that this should not be a reason, however, for failure on the part of manufacturers to do their part. Every failure on the part of the carriers to do their duty should be made known in order that it may be taken up with the proper officials. The Transportation Department of the Association have this matter up very vigorously with the railways and have received assurances that everything possible will be done on their part. Shippers should advise the Department of any cases where the carriers have neglected to furnish prompt service. It is believed that if all work together, which is merely a consideration for selfish interests, the best results will be obtained.

This is a subject of unquestionable interest to every manufacturer in the country. We believe that the interests of the members of the Association are being served by a plain statement of the situation and how it can be relieved, at least to some extent. The manufacturer is in an entirely different position from any other producer in the country. His goods cannot be stored; in other words they are wanted when they are wanted and where they are wanted, and are not governed by supply and demand in the same manner as what may be termed the raw materials of the country. The rules of the carriers which have been approved of by the Board of Railway Commissioners, allow a certain period of free time for loading or unloading cars. As to how a certain percentage of car shortage is accounted for, we will say for illustration, that John Jones has received a car of freight which he can just as well unload in six or eight hours as not, but he does not do so until next day, and suppose his neighbor, James Smith, is sorely in need of a car to fill an order long overdue, perhaps because of delay in getting raw material "owing to scarcity of cars," and that the car held by Jones would suit his purpose if he could only get it. Is it not plain that Jones is reducing the car supply, unconsciously of course, and with no intention of injuring Smith? Now imagine Jones hard up for materials to keep his factory going. He will be likely told that the delay is caused by the shipper's inability to get cars. This is where he is hurt, and so on all through the fabric of trading operations. In time of car shortages the want of a car often means certain loss to the manufacturer and possibly the actual shutting down of his plant.

MEN AND EVENTS

VICE-PRESIDENT FOR NOVA SCOTIA.

THE new Vice-President of the Canadian Manufacturers Association for Nova Scotia, Mr. J. P. Edwards, is a manufacturer of importance in the Province which he represents. As General Manager of the Londonderry Iron and Mining Co. he has developed a strong connection among Canadian manufacturers. Especially now that Canada has decided upon the construction of a navy will iron and steel making come into its own in the Maritime Provinces. The present movement should carry the industry a long step in its progress towards prosperity.

In electing Mr. Edwards to the Vice-Presidency for the Province, the Association has secured the services of an efficient and loyal officer. The coming year should be one of great activity for the Nova Scotia Branch.



Mr. J. P. Edwards
Vice-President C.M.A. for Nova Scotia.

CHAIRMAN OF INSURANCE COMMITTEE.

MR. J. F. M. STEWART, formerly General Secretary of the Canadian Manufacturers Association, has been elected Chairman of the Insurance Committee for the ensuing year. By an odd coincidence, for the same year another former official of the Association has been elevated to the Chairmanship of a Standing Committee, Mr. John R. Marlow having succeeded Mr. J. F. Ellis in that responsible position in the Department of Railway and Transportation.

No member of the Association is more competent to preside over the deliberations of the Insurance Committee than Mr. Stewart. He was present at the organization of the Department and it was during his Secretaryship that the Association adopted the recommendation of the Committee and launched the Canadian Manufacturers Mutual Fire Insurance Companies. His familiarity with the conditions which preceded the formation of the Department and the Companies and with the objects which were intended to be accomplished by the organization then set up will prove of inestimable value in the work which will have to be undertaken this year.

In many respects fire insurance has reached a crisis in Canada. The Canadian Fire Underwriters Association, by their prosecution of Willis, Faber & Co., and by their avowed



Mr. S. Tamura

intention of taking action against the Manager of the C. M. A. Insurance Department, have expressed as clearly as words and actions can speak, their intention of making the Canadian field a preserve which they alone shall enjoy. The Association will oppose this assumption of ownership to the last ditch. The brunt of the fight, if the insurance interests persist in their efforts, will fall on the new Chairman.

A COMMISSION FROM JAPAN.

MR. TORAJIRO WATASE and Mr. S. Tamura, with others, are touring Canada in the interests of the Japanese Government. Japan is looking after its foreign trade with all the keenness of a forceful and aggressive



Mr. Torajiro Watase

nation. Earlier in the year a Commission visited the United States, during the progress of the Exhibition in Seattle, and the people of that country were so impressed with the im-

portance of the mission and the trade possibilities connected therewith that they wouldn't let the members get out of their reach.

The men who are now touring Canada are covering a wide field of investigation. Primarily their object is to get into closer business relationship with Canadians in order that a greater mutual trade may be established. "Great Britain still leads in the matter of foreign trade," said one of the envoys, "but both the United States and Germany are becoming serious rivals. The manufacturers of the two last mentioned countries leave no stone unturned, and even have their catalogues printed in Japanese."

We, on the north half of the North American continent, are peculiarly well situated geographically, for the Japanese trade. The route from Vancouver to Japan is much shorter than from any port in the United States. We produce, also, in a large measure the things which Japan wants. We should therefore get into the competition which has now become so general.

Agricultural conditions are also being investigated. The leading Agricultural Colleges and Experimental Farms were visited and much interest in them was evinced. Municipal government also came within the scope of their enquiry, such as questions of water supply, fire equipment, street building and the control of utilities.

The Commission, during their stay in Canada, were under the direction of Mr. W. T. R. Preston, formerly Canadian Trade Commissioner to Japan.

A CITY OF LOW TAXATION.

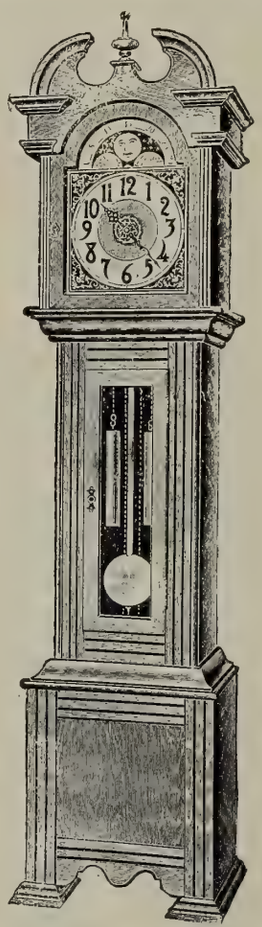
IN spite of the fact that the city of Guelph is enjoying a 14½ mill tax rate, which is the lowest rate of any city in Ontario, the citizens are casting about for still further improvements in the government of the city. Guelph has made a success of its municipal enterprises. A 10 mill rate could have been attained last year had the profits from the civic enterprises been turned over to a reduction of the current expenses. As it was they were applied on expenditures for permanent improvements. Separate commissioners now are in charge of the various utilities which are controlled by the city.

Mr. W. J. Bell, whose address on Municipal Ownership and Civic Government by Commission before the Guelph Board of Trade, has stirred up renewed interest in the subject not only in the city in which it was delivered but throughout Canada generally, makes out a strong case for public ownership. While it must be premised that the city was most fortunate in its policy of railway construction, whereby by the expenditure of $193,000 on a steam railway running for 13½ miles from Guelph to Guelph Junction an annual revenue of $25,000 has been secured, which it is confidently predicted will double during the next twenty-five years, yet even without this extraordinary asset the city through its commissioners has had its public utilities, its gas, electric light and water systems most efficiently and economically administered.

It has now been decided to petition the Legislature for power to turn the whole city government over to a small commission. Mr. Bell's idea, to quote from himself, is, "civic government by a small number of responsible Commissioners, to be elected for not less than two years, but who, nevertheless, can be discharged by a clearly defined process at any time that they prove themselves either unfit or incapable. Boil all our present Commissioners down to one single set of Commissioners of, say, three members, with a first-class manager to carry out their instructions; place all of the city's business in their hands, and pay them reasonable salaries for that part of their time which it would be necessary for them to devote to the proper management of civic affairs."

MR. SCULLY MARRIED.

MR. HUGH D. SCULLY, Secretary of the Toronto Branch of the Canadian Manufacturers Association, was married on October 3rd to Miss Edith Ballard of Hamilton. Mr. Scully as Secretary of the Toronto Branch and as Assistant General Secretary of the Association has shown himself no less efficient than courteous and the many members who have been brought into personal contact with him in the course of his duties will join in extending to him the warmest felicitations. The members of the Toronto Branch Executive seized the opportunity to show their esteem for Mr. Scully by presenting him with a handsome grandfather's clock.



Clock Presented to Mr. Scully by Toronto Branch Executive.

SHIPPED VIA TEHUANTEPEC.

WHAT goods are being carried from Eastern Canada to British Columbia by the Tehuantepec Route?" has been asked not infrequently since this new Canadian service was established. To answer this question we give herewith a detailed statement of the cargo carried by the Sokoto, which sailed from Montreal on October 14th.

Two cases moulding, 10 bbls. chicory, 10 bbls. chicory, 50 cases honey, 475 boxes starch, 6 kegs starch, 4 bbls. starch, 2 cases books and stationery, 2 cases books and stationery, 5 cases gelatine, 50 boxes saws and axes, 3 boxes saws and saw tools, 57 cases picks and brush hooks, 483 coils and reels wire, 344 coils and kegs wire, 417 coils rope, 722 cases canned peas and beans, 1,700 cases canned goods, 525 cases bottled goods, 600 cases bottled goods, 2,800 cases canned tomatoes, 2,700 cases canned peas, 1,700 cases canned beans, 10 crates canned preserves, 200 cases canned plums, 2,299 cases canned corn, 2,000 cases canned tomatoes, 1,500 cases canned corn, 840 cases canned peas, 500 cases canned strawberries, 475 bags starch, 5 kegs starch, 4 bbls. starch, 60 boxes axes, 652 cases canned tomatoes, 60 cases canned peaches.

PROPOSED NEW STEAMSHIP SERVICE TO AUSTRALASIA

To meet the competition of the United States, it is proposed to establish a direct steamship line from Eastern Canada to Australia and New Zealand.

AN important move was made during the past month in the direction of securing a direct steamship service from Eastern Canada to Australia and New Zealand. "Without a direct line from Eastern Canada," Mr. J. S. Larke, Canadian Trade Commissioner to Australia, told the Toronto Board of Trade several years ago, "no great trade will ever develop." Later the Canadian Manufacturers Association adopted a resolution calling upon the Government to provide such a service. The Imperial Export Co. have now come along with a definite proposition for the establishment of a direct line of steamers.

In their memorial to the Government, the Imperial Export Co. set forth, among other things:

Export Trade.

"The importance to Canada of the development of her export trade is not questioned. The only question which arises is the particular locality in which trade may be extended with the greatest advantage. Canadian manufacturers are looking to the markets of Australia and New Zealand, especially as it has been demonstrated that they are in a position to compete with the United States in manufacturing lines suited to the requirements of that trade, and it is a fact that in Australia and New Zealand a growing demand for all classes of Canadian-made goods exists. This is so in spite of the fact that from the standpoint of the Canadian and American manufacturer, the Australian tariff is not, at present, satisfactory. However, it is unquestionable that whatever the state of the Australian tariff may be from time to time, the Australian people will require to import a very large quantity of goods manufactured on the North American Continent. The only question is whether they shall import from Canada or from the United States. And whatever the Australian tariff may be from time to time, it will never be less favorable to Canada than to the United States, and may possibly be more favorable to Canada.

Canadian Manufacturers' Advantages.

"We shall refer in detail a little further on to the disadvantages from which our Canadian manufacturers now suffer, but we think this is the proper place to refer to the natural advantages which the Canadian manufacturers would have over United States manufacturers, providing the conditions of competition were equalized.

"We submit that at the present time the manufacturers of Canada have great opportunities to secure trade throughout the British Empire, and in spite of the tariff question, more especially with Australia and New Zealand, for the following reasons:

(1). The merchants throughout the Empire will buy from Canada on equal terms.

(2). Canada is the only competitor of the United States in American-made goods.

(3). The preferential tariff now existing in New Zealand and South Africa, and possibly in Australia at an early date.

(4). It is most important to remember that Canadian manufacturers are not compelled to go through the expensive experience of introducing their lines and of undertaking a series of educational experiments which the United States manufacturers were compelled to do in the beginning. These introductions have all been made, and the Canadian manufacturer has only to show to buyers in Australia and New Zealand that he can make the same goods as are made by the Americans, in order to secure the business. In other words, American goods are firmly established in Australia and New Zealand, and Canada making the same articles with quality and prices alike should secure her share of the trade if the disadvantages now existing can be done away with.

Canadian Manufacturers' Disadvantages.

"Let us now refer briefly to the disadvantages from which Canadian manufacturers suffer in endeavoring to compete with American manufacturers for the trade of Australia and New Zealand.

No Transportation.

(1). With all the above-mentioned advantages and opportunities, Canada at the present time has no means of sending her products to Australia and New Zealand direct, excepting by way of the Vancouver route, which is impossible for a large percentage of tonnage, in consequence of the long railway haul overland, with heavy freight rates ruling. It is a matter of common knowledge that at the present time at all events, nearly all the important manufacturing industries are located in Eastern Canada—Ontario, Quebec and the Maritime Provinces. Though at the present time there is, we understand, a subsidized line of steamships from Vancouver, it is practically impossible to ship from the manufacturing centres of Canada by this route except in the case of a few lines of goods. For practical purposes for the great bulk of freight from Eastern Canada to Australia and New Zealand, the Pacific route is impossible.

(2). The bulk of the shipments are forwarded in bond to New York, consigned, as a matter of necessity, to the shipping combination, who now control the Australian and New Zealand cargoes.

We give herewith figures relative to the export and import trade between Canada and Australasia during the year 1908, also a comparison with the year 1904:

Exports—Year 1908.

Canadian Exports to Australia	$2,873,461	
Canadian Exports to New Zealand	993,442	
Total Canadian Exports to Australia and New Zealand		$3,866,903

Imports—Year 1908.

Canadian Imports from Australia	$536,935	
Canadian Imports from New Zealand	257,044	
Total Canadian Imports from Australia and New Zealand		793,979
Making a total of the entire Export and Import business with Australia and New Zealand of		$4,660,882

Exports—Year 1904.

Canadian Exports to Australia	$2,622,756	
Canadian Exports to New Zealand	592,827	
Total Canadian Exports to Australia and New Zealand		$3,215,583

Imports—Year 1904.

Canadian Imports from Australia.....	$102,169
Canadian Imports from New Zealand....	19,254
Total Canadian Imports from Australia and New Zealand	121,423
Making a total of the entire Export and Import business with Australia and New Zealand of...	$3,337,006

Increase over 1904, $1,323,876, showing an increase of 33 1-3% in the total trade in 1908 over 1904.

The increase in Exports to Australia..... 9.70%
The increase in Exports to New Zealand...67.57%
The increase in Imports from Australia....425.5%
The increase in Imports from New Zealand.1235.%

This shows the rapid growth of trade to New Zealand under the Preferential Tariff.

The Proposal of the Imperial Export Company, Limited.

"The question has naturally arisen among the manufacturers of Canada as to what means should be adopted to remove the handicaps under which they are placed and put them on an equal footing with their American competitors. The great grievance, for the reasons above mentioned, is the necessity now existing of shipping through the port of New York. To the Canadian manufacturer, the natural method of overcoming this difficulty seemed to be the establishment of a direct route to Australia and New Zealand from ports in Eastern Canada which could easily be reached by them.

"The Imperial Export Company, Limited, being in touch with Canadian manufacturers of all lines, are in position to provide the freight necessary to the establishment of a direct line to Australia and New Zealand, and after thorough consideration of all the conditions, came to the conclusion that if it could secure some assistance from the Government it could inaugurate a freight line to Australia and New Zealand from the East which would satisfy the crying demand at present existing.

"If the Government of Canada thinks favorably of the proposition which we make, we are prepared to charter steamers of suitable tonnage to sail regularly every six weeks from the ports of Montreal or Quebec in summer, and from the ports of St. John or Halifax in winter, as may be determined by the Government. We are prepared to secure the necessary freight and to load the vessels with full cargo. To do this it is necessary for us to have the assistance of the Government, firstly, because this undertaking will involve a very large expenditure of money in extending and improving the Company's present facilities in Australia and New Zealand, with a view to procuring orders and advertising Canadian goods, and, secondly, as a guarantee in case of a heavy drop in the freight rates from the port of New York as a result of our entering into competition with the shipping interests there. With a subsidy the project can be carried on with assured success; a direct route can be so firmly established after three years that there will be no further need of Government assistance. Further, as it has been found in the past that in some cases lines of steamships subsidized by the Government were failing to accomplish the purpose intended, this Company, to show its *bona fides*, is willing to have the subsidy voted conditionally—that is, to have the subsidy payable *pro rata* upon the departure of the steamer from Canadian ports for Australia and New Zealand, or both, with a minimum tonnage of 5,000 tons; the Company agree on their part to load eight boats per year of the tonnage named, and in the event of their failing to do so no subsidy is to be paid.

"As to the possibility of return cargo from Australia and New Zealand, we have to say that in the case of this Company this question will not necessarily have to be considered, as the method pursued by this Company is simply to charter steamers of the proper tonnage to carry their freight from Canada to Australia and New Zealand. On arrival at Australia the charter expires, and therefore there need be no question about return cargo, unless conditions alter so as to render it profitable to re-charter the boats at Australia or New Zealand to carry cargo back to Canada.

Advantages Resulting from the Establishment of Direct Steamship Line.

"The advantages to the Canadian manufacturer and shipper resulting from the establishment of the direct line of steamers to Australia and New Zealand are many, and we consider that the most important are as follows:

"(1) Manufacturers and shippers situated in Ontario would pay lower transportation charges than manufacturers and shippers in the middle West of the United States, and benefits also to the extent of lighterage, bonding and other New York charges on Export shipments.

"(2) Manufacturers and shippers in Quebec would pay lower transportation charges than manufacturers and shippers in the Eastern States of the United States, and would benefit to the extent of lighterage, bonding and other New York charges as well.

"(3) All manufacturers and shippers would benefit to the extent of the New York charges in any event, and would be free from shipping through the New York Export houses, who are interested only in the exportation of goods manufactured in the United States.

"(4) The benefit of regular sailings every six weeks would be very great, as at present sailings from New York are very irregular, and the Canadian shipper is subjected to many long and vexatious delays.

"(5) The establishment of a direct route from Canada to Australia and New Zealand from Eastern ports would call the attention of those countries to the large possibilities of an exchange trade which does not perhaps now exist directly, but which, if developed, would tend to further increase the import trade of Canada, and would give the Canadian consumer the benefit of certain commodities, and would enable our manufacturers to receive wool, hides and gum, etc., at prices much more favorable than at present.

"(6) One of the most important features of the application of this Company for a subsidy, and one which in itself would, we consider, entitle the Company to the very best consideration at the hands of the Government of Canada, is our proposal, if the Government will assist us in the way we have requested, to establish in Australia and New Zealand permanent exhibitions of Canadian products for comparison with those of the United States and other countries. We consider that this would be of untold benefit to Canadian manufacturers and shippers. While the Imperial Export Company is now doing this on a smaller scale for a large number of Canadian manufacturers with marked success, we feel that if a subsidy were granted it could, and should, be done on a very much larger scale. It is apparent that buyers in foreign markets must see samples in order to satisfy them by actual demonstration that Canadians are in the same position to manufacture the same classes of goods as those made in the United States, where the Australians and New Zealanders now buy so largely, and we submit that mere catalogues of goods do not meet the requirements. All manufacturers should show their wares for comparison, and for these reasons we consider that a general exhibition of Canadian-made goods in the large centres of Australia and New Zealand should be followed by the very best results."

OBJECTIONS TO THE ONTARIO ASSESSMENT ACT

The Business Tax Discriminates Against Manufacturers — Assessments Too High— Tax on Officers' Salaries Opposed — Employers Should not be Compelled to Deliver Tax Notices.

DEATH and the taxes have ever been yoked together as the twin evils from which no man may escape. Of these, the tax notice comes the oftener. The individual may be excused, then, if he examines with critical eye the principle upon which he turns over each year to the public chest what has been estimated for him as being his share of the general contribution.

His share! That is the question. It is recognized that a revenue must be secured for the carrying on of the municipal government. Whether or not the revenue now used might be reduced by a more judicious expenditure, is a separate question, and does not call for discussion here. Assuming that a municipality needs a certain annual sum, what is the rightful share of that sum for Jones, for Smith and for Brown to pay?

The old Act, in force prior to January 1st, 1905, was admittedly unsatisfactory. Under it a business man was taxed, first, on his real property; secondly, on his personalty, and thirdly, on his income. The weakness of the system came in the second count. In most municipalities salaries are so low that only men of mediocre ability are available for the position of assessors. Now an ordinary man may estimate with some degree of accuracy the value of land and buildings; but when it comes to machines and raw material and semi-finished products of all the diverse kinds that enter into the sphere of manufacturing industries, he is at once cast upon a sea of uncertainty. No one man could have the general knowledge required for such work. As a consequence the assessing of personalty depended almost exclusively on the honesty and straightforwardness of the men taxed. The honest man declared the value of his property; the dishonest man concealed it. The honest man paid his full taxes while the other—probably his competitor and rival—escaped lightly. As a further and natural consequence, on account of one set of men dodging their rightful taxes, the taxes on the others, the honest men, were abnormally and unnecessarily high, to make up the deficiency.

This latter condition developed an objectionable feature of present day municipal life—the granting of special bonuses, tax exemptions, etc. It worked out this way. The taxation of certain manufacturing industries became so high as to make the business unprofitable. To overcome these disabilities, special arrangements were made with individual companies whereby by one means or another, the payment of taxes was escaped. An Act which has to be dodged to be workable is weak, and a system of taxation which depends for its effectiveness on the facility with which it can be circumvented, is a farce. Hence a strong spirit of protest grew up against the system of taxing personalty as it existed under the old Act. No man knew where he was at. He might be assessed preposterously high or ridiculously low. A demand went forth for a system that would be rational, equitable, uniform and workable. After considerable investigation and much argument, the present Act made its appearance and became law.

The Business Tax.

The new and important feature of the present Assessment Act is the Business Tax. There was no dissent from the demand that the old personalty tax should go. It was doomed before the Committee ever sat. To replace it, it was necessary to devise some other plan for raising the same amount of revenue. After prolonged investigation and consideration it was decided to raise this revenue by a "business tax," the same to be raised by applying the ordinary tax rate to a percentage of the assessment on land and buildings, which percentage would vary for different businesses. It was shown that in the past, wholesalers had paid a certain amount in taxes; retailers, a certain amount; manufacturers, a certain amount, and so forth. The total value of the real property, the land and the buildings, used in these various lines of business, was then reckoned. It was then merely a mathematical calculation to figure the rest. If the retail business held so much real property, paid so much taxes, and the rate on the dollar was so much, it was a simple matter to figure out what percentage of the whole value would have to be taken for assessment purposes. On this basis it was found that if the retailers paid the regular rate on from 25 to 35 per cent. of the value of their real property, they would be contributing the same gross amount of taxes as before. Similarly, if wholesalers paid on 75 per cent. of the value of their real property, they would contribute their share as before. In the case of manufacturers, the percentage was found to be 50 but for some reason which has never been satisfactorily explained, this was raised to 60 in the Bill which was presented to the House, and as such it was adopted.

Such is the Business Tax. In principle it was much superior to the old system. The result should have been a reduction of taxes for the honest and an increase for the dishonest. The tax was clear and specific. It was comparatively easy to assess the value of land and buildings. There was no possibility of concealing property.

Its Weakness.

It failed in this that it perpetuated unfairnesses and inequalities between class and class. The discrimination which formerly existed between individuals in the same line of business, through the failure of assessors to estimate correctly the value of personal property, was done away with. To this extent the Act was a great advance on the previous measure. Where, however, a whole class were paying more than their just share of the general taxation, the excessive charge was made even more obligatory than before. Henceforth there was no escape. The whole idea on which the new Act was founded was to have the various classes pay the same in the aggregate as before.

A Comparison.

Now, through the nature of their business, through the fact that the municipality is all in all to them, that all the municipal expenditures are of special advantage to them in the transaction of their business, every dollar of which results from the existence of that particular town, it is urged—and fairly—that the taxes formerly paid by retailers are much too low in comparison with those paid by manufacturers. On what possible principle is it considered fair that retailers should be assessed on a basis of 25 to 35 per cent. of their property value, while manufacturers are assessed at 60 per cent.? The mere fact that under the old system manufacturers paid in proportion to their realty twice as much taxes as retailers, is no excuse for a continuance of the inequality now

that the fact has been proven. The retailer does his entire business within the municipality in which he is located. Taxes which are placed upon him are placed similarly upon all his competitors. He suffers under no discrimination. Not so the manufacturer. He is doing business throughout the length and breadth of Canada. He is brought into direct competition with the manufacturers of other countries. A tax on him which is not levied on his competitor makes it so much the harder for him to do business in competition with the man from outside.

A system of taxation which discourages the establishment of manufacturing industries is a grave mistake. The municipalities themselves recognize their value and make strenuous efforts to secure them. A factory enlarges the number of tax-paying citizens and so broadens the sources of revenue. It increases the wealth of the community. There is, therefore, no reason in practice or theory for taxing one at a higher figure than the other.

Ontario Manufacturers Hit.

That manufacturers in Ontario are compelled to bear a greater share of the general burden of taxation than the manufacturers of other Provinces is proven by a glance at a concrete case. In an industrial city in one of the other Provinces a manufacturer pays 14 mills on the dollar on the assessed value of land and buildings, together with 7½ per cent. on the assessed rental value. On land and buildings valued at $25,000 he pays $300 less taxes than the Ontario manufacturer or in other words, the Ontario manufacturers pay from 30 to 40 per cent. more than their fellow manufacturers and competitors located elsewhere.

Reduction in Assessment Urged.

Giving due consideration to these facts, to the relative importance of factories and retail businesses to the community in which they exist, it is urged that the business tax be placed on a smaller assessment than 60 per cent. of the value, and that the discrimination which now exists be to some extent removed. Manufacturers make no plea to be granted special advantages in the way of taxation. They do insist, however, that they be placed on a fair basis with other business men. A reduction from the 60 per cent. basis on which they are now paying to something more closely approximating to the rate for retailers, is a necessary reform in the present Act.

The Income Tax.

Objections to the Act do not end with the Business Tax. In the payment of the income tax incorporated companies are discriminated against as compared with partnerships. In partnerships, the profits are not taxed as income. In incorporated companies where the salaried officers are also the chief shareholders and where, consequently, they are in practically the same position as the partners in a partnership, the profits are taxed as income. Under the old Act, under which most companies were incorporated, discrimination between an incorporated company and a partnership was distinctly forbidden by the following explicit clause: "The personal property of an incorporated company other than the companies mentioned in sub-section 2 of this Section, shall be assessed against the Company in the same manner as if the Company were an unincorporated Company or partnership." At the coming session of the Legislature, it will be urged that this discrimination be removed.

Objection has been taken, also, to the clauses governing the methods of assessing and serving notices re income. It will be readily granted that a tax must be uniform or it will stir up endless difficulties and animosities. For this reason there is much to be said in favor of the present system of assessment, whereby employers are called upon to give a list of their employees, together with their incomes. The service demanded of employers, however, might reasonably be expected to end here. The assessors have all the information that is required for the carrying out of their duty. Why should not *they* deliver the tax notices? It adds nothing to the efficiency of the system to have the employer loaded with the thankless task of the tax collector. This is a feature of the Act which should be considered at the coming session.

THE MONTH

CANADA PROFITS.

A merry warfare is in progress between the merchants and shipping interests of New York and the railway companies entering that metropolis. The grain shipments which were wont to be made through that port have been transferred to Montreal. That is the feature of the situation which is undoubted. The responsibility for the condition is not so clear. New York says that the business could be continued if the railways would grant better terms. The railways say they can't. And there the matter rests.

Meanwhile the Canadian route profits. Mr. W. B. Lanigan, Assistant Freight Traffic Agent of the C. P. R., states that Montreal is unassailable. "Montreal," he says, "is only now upon the threshold of its destiny as the national port of Canada. New York, the great rival, is situated on the Atlantic ocean but is reached by no natural waterways, while Montreal is accessible by water from Detroit, Chicago, Duluth and Fort William, the four greatest grain gathering and shipping points in North America."

As further accounting for Montreal's present strong position Mr. Lanigan spoke of the great increase in tributary railways, all of which opened up new store houses for Montreal's ships. Canadian railways were essentially grain carriers and Montreal was their goal. And further, Montreal, through its geographical position, was drawing more and more of the grain from the Western States. With the improvements now projected by the Harbor Commissioners the pre-eminence of Montreal should be clinched.

TONNAGE TAX NOT DISCRIMINATORY.

"The tonnage tax which the United States put into force on October 5th, 1909, against vessels entering that country from a Canadian port does not discriminate against Canadian shipping interests," says Mr. Frank Plummer of the Canadian Lake Line. Mr. Plummer points out that formerly the United States taxed vessels entering their country from Quebec, to the extent of three cents per net ton. This was in retaliation for a similar tax on United States vessels entering Quebec. This tax has now been changed to one of two cents on the gross tonnage, not exceeding ten cents a ton per year, to apply on all vessels from Canadian ports, whether of United States or Canadian register. Thus Canadian shipping is placed on an exactly similar basis to that of the United States. As the average tonnage of vessels using the canals is about twelve hundred, the annual tax will be one hundred and twenty dollars. The Dominion Marine Association is work-

ing with the Lake Carriers Association, of the United States, in an effort to have the tax removed, which while not discriminatory, is a burden on shipping and is in direct opposition to the generally accepted principle that the transportation of goods should be made as cheap and easy as possible.

MR. MURRAY SPEAKS AT ROCHESTER.

Mr. G. M. Murray, General Secretary of the Canadian Manufacturers Association, attended a convention of the National Association of Commercial Executives in Rochester, during the past month. Mr. Murray delivered an address on the industrial problems of Canada.

PROGRESS OF WIRELESS TELEGRAPHY.

No time is being lost by Mr. Marconi in replacing the wireless plant at Glace Bay which was recently destroyed by fire. "As soon as the present installation is complete," said Mr. Marconi in a recent interview, "I expect that the contract with the British Postoffice will come into effect. Under that agreement they give us the same facilities as they give the cable companies, that is, each postoffice in the United Kingdom would be a collecting and distributing agency for us." Mr. Marconi's hope of a satisfactory wireless service across the Atlantic will be joined in by every business man in Canada. The cable companies appear to be obdurate. Cheaper and therefore readier communication by telegraph between Canada and Great Britain is very desirable in the interest of trade. Penny a word cables, which no doubt are a dream of the future, would add greatly to our British trade.

MONTREAL TRANSPORTATION DIFFICULTIES.

Mr. J. E. Walsh, Manager of the Transportation Department of the Canadian Manufacturers Association, will visit Montreal at least once a month during the coming year, in order that special attention may be given to the traffic needs of that Branch.

BELGIAN CAPITAL COMING.

On the advice of Mr. Clarence I de Sola, Belgian consul to Canada, it is understood that a large amount of Belgian capital is to be invested in Canada in the near future. Mr. de Sola, while admitting that important developments may be expected, will not divulge what branch of industry will be essayed. "It is on the tapis," says Mr. de Sola, "that at an early date we will see in Canada a certain line of industry develop under Belgian funds and Belgian direction, which has hitherto been practically untouched in the Canadian industrial world." The lines in which Belgium excels are the textile, glass and metal industries. Some one of these is undoubtedly referred to in the consul's remarks.

BRINGING THE UNIVERSITY TO THE PEOPLE.

Dr. William Pakenham, Dean of the Faculty of Education of the University of Toronto, has informed a delegation from the Toronto District Trades and Labor Council that the University would gladly supply lecturers at periodic intervals, on the request of trades unions, to lecture on technical subjects. More than once regret has been expressed that the great advantages of the University's organization of instructors and laboratories were not more available to the general public. Mr. T. A. Russell, of the Canada Cycle and Motor Company, in a recent address to the students and graduates, expressed the hope that before many years a system might be devised whereby evening lectures would be supplied to those unable to attend by day. He had in mind the greater diffusion of culture, knowledge and efficiency which are now being enjoyed only by the comparatively few. The democratising of our institutions of learning and the popularising of education will result in greater efficiency in our citizens and greater strength in our institutions. Dr. Pakenham when Principal of the Toronto Technical School carried on a good work to the extent which his equipment would permit, in extending technical education among the public. His further interest in the work, as evidenced by his consent to address the members of the Trades and Labor Council on November 14th, will be greatly appreciated by those who recognize the need of technical education in Canada.

ASSISTANCE IN TARIFF MATTERS.

Mr. R. W. Breadner, Manager of the Tariff Department of the Canadian Manufacturers Association, has been instrumental in getting a number of Customs decisions during the past month, which will be of great value to members. Attention is called to the list of Customs rulings published elsewhere in this issue.

A NEW BURDEN ON TRAFFIC.

A new charge of, on the average, twenty-five cents a ton for landing and handling goods on the quay in the ports of Montreal and Quebec has aroused the importers of those cities to a state of indignation which will only be calmed by the removal of the obnoxious tax. Mr. W. S. Tilston, Secretary of a Committee of Importers which has been formed to handle the problem, states the position of the matter is briefly as follows:

On April 23rd, this year, the Canadian North Atlantic Westbound Freight Conference, which is composed of the ocean lines running from British and European ports to Montreal issued notice to shippers and importers stating that to cover the expense of landing and handling goods on the quay an average charge of twenty-five cents per ton would be made for this service on Montreal and Quebec local traffic only, effective July 26th. On July 20th the Canadian North Atlantic Westbound Freight Conference issued a circular covering the charge and providing for some exceptions as far as specific freight contracts were concerned.

The strongest objection to the charge is on the ground that it discriminates against Montreal and Quebec local traffic. At no other port on the North Atlantic is any such charge made for landing, sorting and piling goods. As the charge is only on local traffic it is urged that it would deal a serious blow to these two cities as distributing centres. As showing the unfairness of the charge the point has been brought out that whereas last year the Grand Trunk and Canadian Pacific Railways had paid 45 cents per ton for the handling of their freight from the ship to the car at Montreal, this year they had secured contracts for 22½ cents per ton.

The importers have protested to Hon. Mr. Brodeur against the new charge. They were represented by Messrs. T. H. Newman, Chas. Chaput, William McMaster, Hugh Russell, of Montreal, and Hon. Richard Turner and G. A. Vandry, of Quebec. The Minister promised that the Government would take action to have the discrimination removed.

BAD PACKING AND MARKING OF FREIGHT

Some Causes for Delays and Dissatisfaction in the Delivery of Freight Packages.

FREIGHT claims are chronic sources of trouble between shippers and carriers nor is it to be expected that they will ever be entirely eliminated. In the interests of peace and harmony between the two parties to the transportation problem and for the sake of making possible greater efficiency and expedition in the carrying of goods, shippers are again invited to look at the results which inevitably flow from bad packing and insufficient marking.

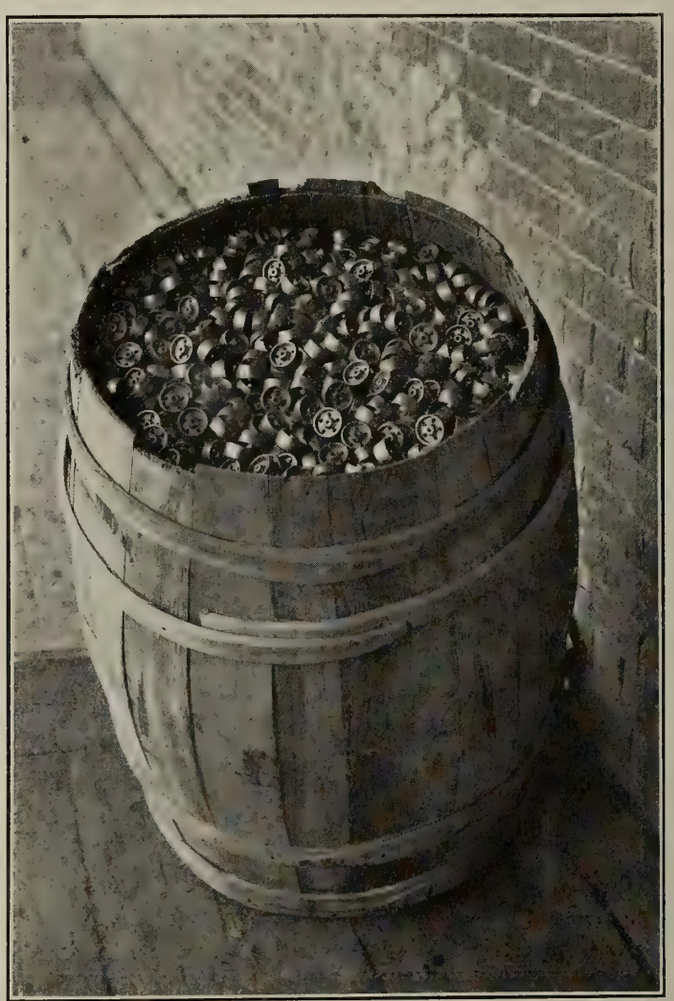




Photographs A and B.

Some months ago Industrial Canada ran some cuts illustrating the right and the wrong way of packing and marking packages. In spite of some improvement which was noticeable at the time, traffic officers are again complaining of the condition in which freight is delivered to them.

In at least partial proof of the reasonableness of their contention, the photographs which are reproduced herewith, are shown as acutal examples of packages as they lie in the freight sheds of the Canadian railways. They were not chosen as absolutely the worst samples, but may be considered as fairly typical of freight in general.



Photograph D.

The Illustrations.

Photograph A.—These are two packages containing lace, put up in flimsy pasteboard boxes covered with one sheet of wrapping paper, bound with ordinary twine.

Packages put up in this manner are extremely liable to damage and the temptation to pilferage is very great.

Photograph B.—This represents seven bales of tobacco, quite unprotected and exposed to pilferage.

All these bales have been more or less tampered with en route. They should be properly encased.



Photograph E.

Photograph D.—Iron Castings. The shippers of these castings pack them in an ordinary barrel. The weight of the shipment was 750 pounds, and naturally the barrel was too frail and the hoops burst and the head came out, scattering contents.

Photograph E.—This was part of a consignment of tiles, entirely unprotected and improperly addressed.

It is almost impossible to carry this freight without breakage.

Photograph G.—This represents two cases improperly marked. They are import shipments from Austria, and give some idea of the difficulties checkers have to contend with in checking off freight. The absence or transposition of a figure upsets all calculations and very often the letters are not to be relied upon.



Photograph G.

Photograph J.—This is a photograph of three cases which are properly addressed and which it can be seen at a glance checkers and others have no difficulty whatever in determining the destination.

In the top case the name of the shippers is plainly printed on the end and the consignee and address are clearly discernible on the top.

The criticisms made cannot be considered as excessively severe under the circumstances. It should be remembered that freight sheds are busy places and freight handlers have not the time to pursue a close and detailed investigation of all the marks contained on a box or barrel. Greater attention to these details of packing and marking would result in a more satisfactory service all round, more satisfactory for the shipper, more satisfactory for the consignee, and more satisfactory for the carrier.



Photograph J.

A merger of the three leading Canadian felt companies has been effected, the merger bearing the name of the Canadian Consolidated Felts, Limited. The organization was consummated through the work of Mr. D. Lorne McGibbon, of Montreal, President of the Canadian Consolidated Rubber Company, who is also President of the new corporation. Mr. George Rumpel, of the Berlin Felt Boot Company, is to be the first Vice-President, and Mr. A. J. Kimmel, of the same place, will be second Vice-President. The new merger is capitalized at $2,000,000, and Mr. Oscar Kempfel, of the Berlin Felt Boot Company, is to be the manager of that plant, and Mr. A. J. Kimmel will have the management of the Kimmel Company and Elmira Felt Company. Mr. T. H. Rierden, of the Merchants Rubber Company, and H. D. McKellar, Vice-President of the Berlin Felt Boot Company, are also interested.

WELFARE WORK IN FACTORIES

By Helen Sterling

How Some Manufacturers are Endeavoring to Make Factory Life More Attractive. Provision of Dining Rooms, Rest Rooms and Libraries Improve the Morale of Employees.

THE first desire of the intelligent manufacturer of to-day is to provide for the men and women employed by him, the best possible working conditions. He knows that this is good business, that human beings, like machines, give best service, and require less time and expense for repair when carefully treated, and that good ventilation, wholesome food, and wise recreation are as necessary for the efficiency of the individuals in his employ as are oil and brush for the machinery.

The realization of this fact, and the spirit of brotherhood which is rapidly spreading, are bringing about great changes in factory architecture and management. The old time factory, with poor ventilation, unsanitary conditions, and the proverbial rubbish heap is giving place to the perfectly lighted, well-ventilated building, equipped with lavatories, baths, smoking-rooms, rest-rooms, lunch-rooms, and libraries, and is surrounded by well kept grounds and flowers.

Many firms spare neither trouble nor expense in the effort to secure the best results. An example of this is furnished by the Weston Electrical Co., Newark, N.J., which before planning its new works, employed two mechanical and engineering experts to visit the most notable manufacturing establishments of Great Britain and the United States to study problems of construction, machinery and other physical conditions. Another expert travelled for a year to learn what United States employers were doing for their employees outside the mere question of wages, and when the present plant was erected the Company reserved the most desirable portions of the premises, several commodious halls, and furnished them as recreation-room, library, lunch-room, gymnasium, bicycle depot and hospital. This model factory covers seven acres of an estate of twenty-seven, and is surrounded by woods and lawns, yet Mr. Weston declares, "We have done nothing, as yet, save to make a few rough beginnings."

Another firm, the Bremen Wolkarmmersi, commissioned a representative to visit the most progressive establishments of Europe and America, without limit as to time or expense, to report on the conditions of labor in these places and to glean new ideas.



Library for Employees of the Plymouth Cordage Company

The Value of Light.

The result of these preparatory investigations of the Weston Company is an establishment of wonderful completeness and comfort. "A flood of perfect north light illumines every part of the great room 250 feet by 200, and 18 feet high, not a shadow or a dark corner to be found." This is secured by the adoption of the "saw tooth roof" already common in some classes of works, with the glass face to the north, set at the maximum angle of the sun's elevation, so that its rays cannot enter till the late afternoon when most of its power is lost. This arrangement the company reports "never clouded by snow or frost affords wonderful light, and permits double

work-benches with the operators facing each other," which combined with an ingenious method of shafting and machinery, it is estimated, effects such economy of space, that one square foot of the Weston floor is equal to two and one half feet in the ordinary factory buildings. To obviate the difficulties usually experienced with this class of roof from leakage and condensation which would be fatal in an instrument workshop, Mr. Weston devised a double gutter system, draining through the supporting columns 16 feet apart.

In many United States factories, where the framework is of steel, extensive use is made of glass in the walls. This system is desirable for the reason that through it the main part of the factory is transparent whether a factory of many floors, such as the National Cash Register Company's building, or a vast glass machine shop like that of Brown, Hirst & Co., 300 feet by 312, and 72 feet high, of four large aisles.

Prismatic glass which throws the light directly into the centre of the room, so evenly that there is neither glare nor shadow, is used when from the character or position of the building sufficient transparent space cannot be secured. Some buildings are so constructed that the roof also is of glass and is used for the recreation hours of the employees, by those who have no available grounds.

Heintz & Co., of Pittsburg, have not only a garden of 170 feet by 100 with plants and creepers, on their roof, but in a tower they have built a music room and put in a large organ. In Dublin, Messrs. Jacobs & Son, in their biscuit factory, and J. G. Graves, in Sheffield, have roof gardens.

Proper Ventilation.

Another problem of greatest importance, that of securing proper ventilation for large workshops, is one which has not yet been wholly and satisfactorily solved. The system adopted by the Plymouth Cordage Co., Plymouth, Mass., seems to be the one which gives most continual and universal satisfaction. The air is taken from out of doors by large fans, and, in winter, is passed over coils of steam heating. When heated the air is forced through ducts to the different floors above. The windows are dropped at the top, thus making a complete system of ventilation. During the summer months the air is brought into the factory by the same method. The mill thus ventilated is from three to four degress cooler in summer than the building where the system is not installed.

Travelling Stairs.

Mr. Wood of the Wood Worsted Mills, Lawrence, Mass., explains that the escalators installed at a cost of almost half a million, which are a unique feature of their new and ideally constructed buildings, are the direct result of a fatiguing day in New York. Hurrying to take the elevated railroad, he thankfully jumped on the rolling stairway at one of the stations. As he was being rolled upwards, quietly and restfully, he thought of the hundreds of girls in his employ who climbed breathlessly every day the long flights of stairs in his factory and who were wearied by the climb before the day's work began, and he resolved that at any cost, this waste of energy must be stopped. Now hundreds of employees are carried by these escalators to the different floors of the building and the energy formerly expended in climbing the stairs goes into work.



Buildings of Hiram Walker & Sons, Showing Attractive Exterior.

The large, airy, handsomely fitted-up children's waiting-room is the outcome of sympathy awakened by seeing the little ones patiently waiting with their parents' lunches in cold and rain for the dinner hour, and the fathers and mothers staying with them even in most inclement weather till the last minute. Now they have delightful meetings in the fine room set apart for this purpose.

The same firm has erected its dining-room—a little gem, with smoking-room at one end for the men and the rest-room with a piano for the girls at the other—a little distance from the factory buildings, with the thought that a complete change of environment is in itself recuperative. The good effects of

the arrangement are quite apparent and the number of employees who avail themselves of the privilege is constantly increasing.

Many interesting examples of such work and the splendid results could be given, such as the well known firms of Krupps and Lever Brothers, on the other side of the Atlantic, the model village of Roebling, built up by Roebling Sons about their plant, nine miles out of Trenton, the Waltham Watch Company, near Boston, in the United States, the Williams, Greene & Rome Company, of Berlin, Ont., and others in Canada.

An Ideal System.

But one of the most perfectly thought out and developed, and, moreover, the one most interesting to Canadians because of the branch in Welland, Ontario, which is being built up on the same plan, is that of the Plymouth Cordage Company of Plymouth, Mass.

The factory buildings skirt the shore of the property belonging to the Company, and were planned and built with the comfort of the workers in first view. On the hill which slopes from the shore is the library, a very artistic building, the gift of the President of the Company, the interior of which has been made unusually attractive by the fireplace which greets one as he enters the door, and the happy arrangement of the books on low shelves around the room, from which the readers make their choice. There are over four thousand volumes in four different languages, to which lately some Russian books have been added. The fact that, while the population of the village is 4,000, the registered call for books for the past year was 26,000, answers any question regarding the appreciation of this generous appointment.

A little further down the hill is the dining-room, which is used for social purposes as well, and which is also very attractively finished in dark oak. The men who gather about the round tables, with their home-lunch, to which they have added at the counter a cup of coffee, cocoa or soup—or who are enjoying the 12 cent dinner, always provided, are remarkable for their cleanliness and apparent self respect. After dinner they gather on cold days around the hugh fireplace or in the smoking room at the end of the hall; in good weather out on the verandahs or on the grassy slope of the hill.

The luncheon room and rest-room for the women is below, and is equally artistic and attractive.

The following is the bill of fare for three days:

Monday.

Pot Roast—Boiled Potato—Mashed Turnip	$ .10
Apple Pie	.02
Cottage Pudding—Lemon Sauce	.03
Doughnuts	.01
Rolls	.01
Coffee	.02
Tea	.02
Milk	.02

Tuesday.

Meat Pie—Mashed Potato	$ .10
Cranberry Pie	.02
Apple Pie	.02
Layer Cake	.03
Doughnuts	.01
Rolls	.01

Wednesday.

Boiled Lamb—Caper sauce. Scalloped Potato	$ .12
Cream Pie	.03
Mince and Apple Pie	.02
Doughnuts	.01
Rolls	.01
Chocolate	.03

It may be stated that the charge in this bill of fare covers the actual cost of the food. The room and the service are provided by the Company.

There are two large bath-houses, one for the men, one for the women, which are in charge of an experienced man who teaches the children to swim, dive and float. Bathing suits and towels are furnished at the low rental of one cent each. During last summer over 10,000 baths were taken.

Social and Educational Features.

The social and educational features have evolved naturally. A small building at the entrance to the factory was turned into a school-building and a Kindergarten was started under a trained Kindergartner. The first year twenty-three pupils were in attendance; the second, about thirty, and this year there are over fifty-five. I have never seen a more fascinating picture than this school in the quaint upper room with the oddest little being of all nationalities from three years up to seven, many of them unable to understand a word of English, gazing out on this new world with their great eyes and watching with intense attention every word and action of the teachers. The Head Teacher is a woman of unusual charm and ability, who touches the lives of almost every one in the village and is undoubtedly one of the strongest forces in the community.

The Sloyd system and the cooking-school were introduced later and there are now over forty in the latter.

Hospital Equipment.

Two trained nurses reside in a perfectly equipped little home, and they take charge of the hospital and visit the employees who are sick or in need of help. In extreme cases one nurse gives her attention during the day, the other at night. In six months over seven hundred and fifty cases required their attention.

One of the methods by which the Company have sought to awaken and develop the individuality of the workers is quite unique and the good results are so palpable that it need no commendation.

Labor Day is celebrated by the employees of the Plymouth Cordage Company in Seaside Village and Welland, Ont., by a large flower, fruit and vegetable Fair. As early as five in the morning the employees leave their homes with wheelbarrows, little carts and arms filled with flowers, fruit and vegetables and fancy work. In a tent 220 feet by 60 feet these are exhibited. The Fair is open on Labor Day from twelve to six and on the day following from 7 a.m. to 6 p.m. During the morning while articles are being arranged the people are gathering on the ball field, which has been laid out for the athletic contest scheduled to begin at 9 a.m. Last year, the ninth anniversary of the establishment of the Fair, over six thousand assembled to enjoy the programme and it is estimated that eight thousand people at least were on the grounds. The prizes amounting to many thousand dollars, offered by the Company, with the regular inspection of the grounds and poultry through the summer by competent judges, have aroused real interest in these arts and the fact that the demand for exhibition tent-room is constantly increasing and the enthusiasm is steadily spreading is the indication of the success of the effort.

The Value to Employees.

To the question, "Would it not be better to put the money which you thus spend into the wages of the employees?" Mr. Nazro, the manager of this department, replied: "Divided among them all it would mean only a few cents a week advance. Invested in this way it brings to them a much greater return in the added interest in life, and in new ambitions."

In reply to another question: "What effect has this on the employees?" the librarian replied: "A little experience I

had lately may be the best answer to that question. It was necessary for me to send a letter up to the village to be posted, very late, one night. The only one who could do it for me was the watchman, who did it willingly. I told him how sorry I was to trouble him, but he stopped me saying: 'Never use the word trouble here. Nothing is a trouble to us if we can do anything for any of you.'"

The Returns to the Management.

"Does it pay?"

These statements made at the dinner at the seventy-fifth anniversary of the incorporation of the Company answer:

"In 1825 the Company was formed, the first dividend was paid in 1832, since then, with the exception of three years, 1839, 1843 and 1858 one or more dividends have been paid every year. During the past forty years no single year has passed without something to gladden the hearts of the stockholders.

"In 1882 the Company sold its first lot of binder twine, 384,820 pounds. This year the amount added to the sale of cordage totalled 47,503,625 pounds, seventy-nine times as much as 72 years ago. The number of employees in the first year of operation was thirty-five. To-day it is over 950.

"Something over eleven per cent. of the men who were in the factory forty years ago are with us now. Our success has not been due to exceptional opportunities nor to chance, but it has been due to the men who have had charge of our affairs and who have carried on our work."

We have said nothing of the methods adopted by different firms to provide comfortable homes and wholesome recreation for their employees, nor of the distinct educational work undertaken by others; nor of the welfare secretaries now considered necessary officers in the larger factories and shops; nor of the work done in Canada. These are reserved for another article.

The examples given are indications that a new spirit is awake in the industrial world and that the words of the wise man of the east: "There is that scattereth and yet increaseth, and there is that withholdeth more than is meet, and it tendeth to poverty," and the prayer of the young Scottish poet:

"Then let us pray
That come it may,
As come it will for a' that.
When man to man the world o'er
Will brithers be and a' that."

are finding a loud response in the hearts and deeds of the 20th century business men.

FINANCIER ON CANADA'S OPPORTUNITIES.

"The British budget would be Canada's chance," was the opinion expressed by Major St. Aubyn, a prominent London, Eng., financier to a newspaper representative in Winnipeg recently. "Men with capital," he said, "were already looking abroad for investments, and his own company, Canadian Agency, Ltd., had received a largely increased number of enquiries about Canadian investments. Undoubtedly Canada is making very good use of the money she gets from the United Kingdom," he continued. "It is all being spent on remunerative works. It is all reproductive expenditure. As long as Canada continues in that line she can get just as much money as she wants from the Old Country."

He voiced public sentiment in this country in criticising the lack of dry-dock accommodation for ocean vessels. This defect it is gratifying to know, will soon be rectified. It was most regrettable, as pointed out by Major St. Aubyn, that the Empress of Ireland, after suffering an accident on the way over, was compelled to return to England without passengers, in order that permanent repairs might be made there.

THE TYRANNY OF LABOR.

ALMOST incredible labor tyranny has brought on a crisis in the boot and shoe making industry of Quebec city. The reckless throttling of an industry has resulted already in two companies, the Riverside Boot & Shoe Co. and James Muir & Co. tearing out their machines and moving their plants as far as possible to Montreal, as the only alternative to closing their factories and going out of business. What has been done by two concerns will have to be done by the others in the near future. Competition will not permit of a continuance of present Quebec conditions, which have caused an intolerable increase in the cost of production.

Discussing the situation with a newspaper representative, one manufacturer explained the system under which this industry has been struggling during recent years:

Labor Runs the Factories.

"The United Boot and Shoe Workers practically hold the manufacturers by the throat, and so cowed are they that they are helpless in their fear. The National Union of Quebec, which comprises the Lasters' Union, the Machinists' Union, the Cutters' Union, etc., is a closed corporation, and not federated with the Federation of Labor in Canada, and the United States. If it were the manufacturers would have reasonable redress that would ameliorate the situation. The union is so close that if an operator came to Quebec from elsewhere he would be unable to obtain employment in our factories. Besides, when we want help we have to apply to the union office, designated as 'Bureau de Placement du Travail,' situated at No. 692 St. Valier Street, and if we are not satisfied with the work turned out by an operator, we cannot dispense with his services, and hire another man to take his place. We must telephone our complaint to the Bureau de Placement du Travail, presided over by Alderman Brunet and a Mr. F. Marois, who generally sends the former to investigate the grievances, and if he finds we have just cause for complaint he calls the operator off the job and sends us another man, who may be as good or worse, but we have no say. In fact it is not the manufacturer and investor who is the master, it is the labor union, through its members.

"Furthermore, we cannot say how the work should be turned out; it is the union. In case we wish to make an improvement in a shoe, we must consult the operator and abide by his decision to continue along the old lines, or if we persist pay 15 cents more on the case. Now it must be borne in mind that the boot and shoe labor is not skilled. Any man can come into a factory and learn to run a machine in one week or ten days. Years ago, the manufacture of boots and shoes in Quebec was the cheapest in Canada, to-day it is the most expensive. The operators work when they like and we are powerless to reprimand them, let alone dispense with their service. Many of them work only four days in the week and during that period earn more wages than they earned in six days years ago. For example, machine operators earned from $12 to $16 years ago, and now by the union's arbitrary raise of wages they earn from $22 to $30 per week, and as I said before, many of them only work four days. We are practically held by the throat, and if we threaten to move away to other fields we are told we cannot go, on account of the capital we invested, while they have only to pack their trunk. But some day they will find to their sorrow their mistake.

How Prices Are Forced Up.

"The competition is so keen these days in the boot and shoe trade that it is only by the manufacture of large quantities that we can compete, and this is becoming impossible on account of the continued demand for more wages, and the machine operators only working when they feel so disposed. Besides we never know when another demand is to be made

for higher wages, and the thing is carried out this way. The men in one of the departments will come to us and say they want more pay or they will go on a strike. Well, if one department goes out on strike it lays up the others, and if we give them what they ask, the news will soon spread and then the other departments come clamoring for more pay, which they have to get or the factory is tied up. Suppose a machinist goes away from his work and we obtain the services of another man, the first man comes back when he likes and claims his machine, and we have to submit. I remember a case when a manufacturer sold a machine to another in the trade, with the object of replacing it by a larger one of greater capacity. The operator learned where the machine was transferred to and following it took off his coat to go to work. The purchasing manufacturer requested to know his business, when he coolly said: 'That is my machine and I have come to operate it.' But, said the manufacturer, you cannot, I have another man engaged. 'That is no business of mine,' said the intruder. 'It is my machine and I intend to run it,' and he did, the laws of the union protecting him, and the manufacturer had to submit.

Quebec Will Lose Industry.

"The public has no idea of the tyranny we are subjected to. It must end, or in less than five years the trade will be obliged to move out of Quebec. The union seems to be altogether devoid of reason, and no other city in the world would stand for it. We have no objections to paying good wages, but we insist upon being the boss of our own industries or leave. Seven years ago we closed down for some weeks, and the labor market in Quebec together with the various St. Roch's and St. Sauveur retail stores suffered. Archbishop Begin undertook to arbitrate the difficulty, and the factories opened their doors, but in a very short time afterwards the union was as bad as ever, and now the time has come to put our backs to the wall to protect our interests or fall. Which will it be is a question.

"As you are aware the boot and shoe trade is a big Quebec industry, and connected with it is the tannery trade, leather trade, etc., and if Quebec once loses it, it will never return.

"I have simply given you an outline of our grievances, altogether due to the tyranny of the National Shoemakers' Union, and enough to enable you to judge for yourself our difficulties."

MR. DRUMMOND ON "BASIC PRINCIPLES."

At a dinner given to Judge Gary, President of the United States Steel Corporation by the presidents of the independent steel companies of the United States and Canada, in New York, on October 15th, Mr. T. J. Drummond, of Montreal, was present and spoke on "Basic Principles." Mr. Drummond, who was recently chosen President of the Lake Superior Corporation, was presented as the bearer of the Canadian steel industry's greeting to Judge Gary. He said in part:

"As I look back over the past two years, nothing strikes me so forcibly as the change in the commercial basic principles of the iron and steel trade of the United States wrought by our honored guest of this evening. I do not speak as a Canadian now, because in matters of this kind we are all one; there is not anything that you may do that will not affect us. The old business principles were a distrust of one's competitors, the idea that to succeed yourself you must thrust out your rivals, and the solid belief that your rivals are mean enough to feel the same way towards you. As a result, when a lull in trade came or a financial panic, every man went out a-gunning and a-knifing for his competitors, each distrustful of the other, and cutting deeper into prices day by day just because he was sure the other fellow was doing the same thing. As a result of this an industrial panic ran like wildfire through the trade, and the wreckage left in its track was greater than that due to the original financial storm. The smaller concerns went down to ruin, and the stronger, which worried through to harbor, required financial experts to heal or to hide their wounds. No one benefited by this: all suffered, manufacturer and consumer alike. But the law of distrust was our basic principle, and we stuck to it and knew and would know no other. So in 1907, when the panicky times came, I did not fear so much what was happening in Wall Street and in financial circles as I feared the old basic distrust, and what it would do to us.

"Just when everything seemed at its blackest, Judge Gary gave a dinner. And we all came sad, but hungry, even thirsty; and the Judge after we had eaten and were feeling better, put forward a new basic principle—trust and good faith in one another. The principle can best be expressed in his own words: 'I believe what is good for my competitors is good for me.' This was a new doctrine, especially from the great house of the trade, because in the old days the biggest fellows were ever the most murderously inclined. And I can imagine an old timer, who had gone down to ruin in the old days, crying out, 'Oh, to be in business now that Gary is there.'

"Around our table, notwithstanding our reverence for the teacher, still a little distrust ran, born of past and bitter experience, and some wondered what Judge Gary was after. That was, perhaps, the first feeling; but the frank goodwill and force of the man won all hearts, and the new basic principle swept all others aside. Trust and faith in one another leaped into life and grew stronger day by day. Those were hard times to face, but always the voice of the leader ran strong and clear, 'Steady, boys, and play the game.' And you played it, and played it fair, and not only in the United States, but in Canada and abroad, men hold you higher in esteem to-day, and the new basic principle has come to stay.

"The melancholy days have gone,
We're feeling light and airy;
We're not cussing any one,
But just a-blessing Gary.

"We hear the call of increasing trade, and we are ready for it with good appetites, not as in the old days, when we were generally overladen with cheap priced indigestible orders. We have had hard times in the past and we will have them again, and hard work, and money troubles, for 'tis the heritage of him who works in iron; but, thank God, 'tis a man's job anyway, so we face it manfully, and, trusting each in himself, and in one another, the future under the new basic principle is assured."

A TWO CENT RATE TO FRANCE.

A newspaper despatch states that the Hon. Rodolphe Lemieux, Postmaster General, will, while in Europe, strive to effect an agreement with the French Government providing for a reduction in the letter rate between the two countries from five cents as it now is to two cents. This would be in the nature of a complementary convention to the trade treaty which will presumably be passed at the next session of the Canadian Parliament.

The City Council of Victoria, B.C., are negotiating with a group of capitalists with a view to the establishment of a steel plant in that city. Gibson Arnoldi is representing the company in the negotiations.

CHANGES IN FREIGHT RATES DURING OCTOBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of October, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission ; the second column gives the Railway number. C.L. stands for carload lots ; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 11 E. 519	Sup. 11 E. 248	Nov. 5, '09	Minimum weights on flour and grain for export via W. St. John and Halifax.
Sup. 10 E. 523	Sup. 10 E. 351	Nov. 5, '09	Minimum weights on flour and grain for export via Boston.
Sup. 11 E. 831	Sup. 11 E. 424.	Nov. 5, '09	Minimum weights on flour and grain for export via Montreal and Quebec.
Sup. 3 E. 1386	Sup. 3 E. 970	Nov. 5, '09	Minimum weights on flour and grain, Fort William and Port Arthur to points in U.S.
E. 1556 Cancels E. 1491	E. 1411 Cancels E. 1076	Nov. 5, '09	Grain and grain products, c.l. Fort William and Port Arthur to W. St. John and Halifax for export.
Sup. 49 E. 1284	Sup. 47 E. 866	Oct. 11, '09	Commodities between Various Canadian points.
Sup. 19 E. 1289	Sup. 19 E. 871	Oct. 6, '09	Pig iron, c.l., Port Arthur to Amherst, N.S., $6.00 per ton.
E. 1499 Cancels E. 1141	E. 1084 Cancels E. 723	Oct. 25, '09	Building material between various Canadian points.
E. 1562 Cancels E. 1453	E. 1147 Cancels E. 1038	Nov. 1, '09	Wire fencing, netting gates and staples, c.l., Woodstock, Toronto, Hamilton and Walkerville, to points in Canada.
Sup. 49 E. 517	Sup. 49 E. 246	Oct. 15, '09	Commodities for export Ontario points to W. St. John and Halifax.
Sup. 8 E. 1022	Sup. 8 E. 610	Oct. 11, '09	Class rates from C.P.R. stations to points on Pere Marquette R.R. in Canada.
Sup. 8 E. 1024	Sup. 8 E. 612	Oct. 11, '09	Class rates from C.P.R. stations to points on Michigan Central R.R. stations in Canada.
E. 1563	E. 1148	Nov. 9, '09	Scrap iron, c.l., Port Arthur to Buffalo, 28c. per 100 lbs.
E. 1566	E. 1151	Oct. 14, '09	Pig iron, c.l., Port Arthur to various points.
Sup. 4 E. 1373	E. 957	Oct. 18, '09	Class rates between C.P.R. and connecting lines.
Sup. 61 E. 450	Sup. 61 E. 205	Oct. 18, '09	Paper, c.l., between various Canadian points.
E. 1568 Cancels E. 1546	E. 1153 Cancels E. 1131	Oct. 23, '09	Fruit, c.l., stations in Eastern Canada to points on Grand Trunk Pacific Ry.
Sup. 6 E. 1285	Sup. 6 E. 867	Oct. 21, '09	Iron commodities from Montreal to Blind River, Ont., c.l., 29c., l.c.l., 33 1-2c.
Sup. 50 E. 1284	Sup. 5 E. 866	Oct. 18, '09	Commodities between various points in Canada.
Grand Trunk Railway.			
E. 1778 Cancels E. 1728	S. 76 Cancels S. 75	Nov. 19, '09	Absorption of switching and methods of transfer.
E. 1766 Cancels E. 1105	C.P. 48 Cancels C.P. 22	Nov. 19, '09	Paper, c.l., from Montreal and points west to U.S.
Sup. 30 E. 1431	Sup. 30 C.Y. 3	Oct. 18, '09	Coal tar in tank cars, London and St. Thomas to Hamilton.
Sup. 16 E. 1434	Sup. 16 C.M. 8	Oct. 20, '09	Commodities local points to Maritime Provinces.
Sup. 1 E. 1415	Sup. 1 C.I. 51	Oct. 20, '09	Pig iron, c.l., Point Edward to Oshawa and Port Hope, $1.70 per gross ton.
Sup. 4 W. 171	Sup. 4 G.F.D. 1470	Nov. 10, '09	Grain and grain products, c.l., Chicago and Milwaukee to points in Canada.
E. 1768	C.F. 135	Nov. 4, '09	Pulpwood, c.l., points in Ontario to Lockport, N.Y.
Sup. 9 E. 859	Sup. 9 C.G. 28	Nov. 5, '09	Minimum on flour and grain for export via Montreal.
Sup. 8 E. 809	Sup. 8 C.G. 23	Nov. 5, '09	Minimum on flour and grain for export via Boston and Portland.
Sup. 5 E. 808	Sup. 5 C.G. 22	Nov. 5, '09	Minimum on flour and grain for export via New York, Baltimore, etc.
Sup. 3 E. 1686	Sup. 3 S. 71	Oct. 5, '09	Local switching.
E. 1773 Cancels E. 1701 & 1716	C.N. 41 Cancels 34 & 36	Oct. 18, '09	Commodities Eastern Canada to Vancouver, Victoria, etc.
Sup. 7 E. 741	Sup. 7 M. 4	Oct. 19, '09	Class rates between Montreal and Q.M. & S. Ry. points.
Sup. 38 E. 730	Sup. 38 C.G. 14	Oct. 18, '09	Grain and grain products, c.l., Montreal to Q.M. & S. Ry. points.
E. 1772	C. 32	Oct. 25, '09	Class rates between G.T. stations and O. & N.Y. Ry. points.
Sup. 6 E. 1658	Sup. 6 E. 15	Oct. 6, '09	Fresh fruits, Fonthill, Ont., to Winnipeg, 66c. per 100 lbs.
Sup. 46 E. 1210	Sup. 46 C.F. 83	Oct. 14, '09	Rates on lumber in original tariff will include switching of Harbor Commissioners not exceeding $2.50 per car on business exported.
E. 1777 Cancels E. 1752	C.G. 44 Cancels C.G. 43	Oct. 16,'09	Peas, c.l., stations in Ontario to Picton and Wellington.
Sup. 4 E. 1380	Sup. 4 S. 64	Oct. 16, '09	Interswitching charges.
Sup. 27 E. 150	Sup. 27 G.B.Y. 5	Oct. 23, '09	Fence wire, c.l., Hamilton to Valleyfield. 18 1-2c. per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Transcontinental Freight Bureau.			
Sup. 7 239	Sup. 7 2 F.	Nov. 26, '09	Class and commodity, North Pacific Coast Terminals to Canada.
Sup. 1 249	Sup. 1 S.R. 993	Nov. 29, '09	Lumber, c.l. California, Nevada, Oregon and Utah to Canadian points.
Sup. 5 238	Sup. 5 1 I.	Nov. 14, '09	Class and commodity, Canadian points to California Terminals.
Sup. 5 240	Sup. 5 3 G.	Nov. 9, '09	Class and commodity, California Terminals to Canada.
Western Trunk Lines.			
Sup. 11 191	Sup. 11 21	Nov. 1, '09	Lumber, c.l., Iowa, Mich. Wis. and Minn. to Canada.
Wabash Lines.			
397	9932	Oct. 12, '09	Sugar beets, c.l., Wabash R.R. stations in Canada to Wallaceburg, Ont.
New York Central and Hudson River R.R.			
1516 Cancels 2	A. 15127 Cancels A. 3348	Oct. 30, '09	Class Rates N.Y.C. points to Montreal via G. T. Ry.
1519 Cancels 1487	A. 15133 Cancels A. 14730	Nov. 1, '09	Classes, New York and Brooklyn to Ottawa Div. G. T. Ry.
1520 Cancels 1491	A. 15134 Cancels A. 14764	Nov. 1, '09	Class rates, New York and Putnam Div. stations to G.T.R., Montreal to Kingston, inc.
1524 Cancels 86	A. 15153 Cancels A. 285	Nov. 1, '09	Classes, New York and Hudson Div. stations to points on G. T. Ry. west of Ottawa.
1528 Cancels 714	A. 15221 Cancels A. 5409	Nov. 12, '09	New York and other N.Y.C. points to stations on C. P. Ry.
1514 Cancels 595	A. 15000 Cancels A. 4500	Nov. 18, '09	Class rates N.Y.C. stations to points in Ontario.
Canadian Northern Ontario Railway.			
165 Cancels 76	114 Cancels 46	Oct. 21, '09	Lumber, c.l., C.N.O. stations to Toronto.
163	113	Oct. 6, '09	Class rates ex. connecting lines Toronto to local points.
Niagara, St. Catharines and Toronto Railway.			
442 Cancels 322 & 360	G.F.D. 438 Cancels 318 & 356	Nov. 15, '09	Woodpulp, c.l., St. Catharines, Merritton, and Thorold, to U.S.
Michigan Central R.R.			
1498 Cancels 1241	G.F.D. 8106 Cancels 7538	Nov. 1, '09	Commodities Buffalo & Black Rock to Canada.
1502 Cancels 192	G.F.D. 8116 Cancels 5020	Nov. 15, '09	Classes, M.C. points in Canada to C.I. & L. Ry. points.
Michigan Central Railway.			
Sup. 11 1443	Sup. 11 G.F.D. 7960	Oct. 25, '09	Commodities between M.C. points and points on connecting lines.
Pere Marquette R.R.			
1094	2799	Oct. 6, '09	Pig iron, c.l., from Port Stanley to local points in Canada.
Toronto, Hamilton and Buffalo Railway.			
587 Cancels 528	G.F.D. 194 Cancels 179	Nov. 16, '09	Grain and grain products, c.l., T.H. & B. stations to points in U.S.
584 Cancels 22	G.F.D. 193 Cancels 62	Oct. 22, '09	Wire nails, Brantford to various points.
Toronto, Hamilton and Buffalo Railway.			
Sup. 4 529	Sup. 4 G.F.D. 180	Oct. 26, '09	Commodities T.H. & B. stations to Buffalo, Rochester, etc.
West Shore R.R.			
370 Cancels 98	A. 5075 Cancels A. 1575	Nov. 18, '09	Class rates W.S. station to points in Ontario.
Chicago, Burlington and Quincey.			
Sup. 5 211	Sup. 5 130 F.	Oct. 20, '09	Class and commodity, St. Louis, Hanibal, Mo., etc., to points in Canada.
New Orleans and Northeastern R.R.			
Sup. 3 24	Sup. 3 A. 1659	Nov. 10, '09	Lumber, c.l., New Orleans to Canadian points.
Sup. 5 23	Sup. 5 640 B.	Nov. 10, '09	Lumber, Southern States points to Canada.
Chicago, Milwaukee and Puget Sound Railway.			
Sup. 4 21	Sup. 4 121 A.	Nov. 8, '09	Class and commodity, Seattle, Tacoma, etc., to Canada.
Chicago and Alton R.R.			
Sup. 4 21	Sup. 4 G.F.D. 2,000 A.	Nov. 2, '09	Commodities, St. Louis, Hanibal, etc., to Canada.
Chicago and Eastern Illinois R.R.			
Sup. 1 46	Sup. 1 2800 A.	Nov. 17, '09	Forest products, c.l., Western States points to Canada.
Cincinnati, Hamilton and Dayton Ry.			
Sup. 1 203	Sup. 1 5284	Nov. 5, '09	Class and commodity, C.H. & D. stations to Canada.
Pennsylvania R.R.			
G.O. 155 Cancels G.O. 143		Nov. 15, '09	Iron and steel rails, c.l., B. & S.P. R.R. points to Canada.
T.T. 402 Cancels T.T. 41		Oct. 30, '09	Paving brick, c.l., Cameron, Pa., to Brampton, Ont.
T.T. 401 Cancels T.T. 40		Oct. 30, '09	Paving brick, c.l., Cameron, Pa., to Berlin, Ont.
G.O. 150 Cancels G.O. 185		Nov. 1, '09	Class rates, P. R.R. stations to Montreal.
G.O. 152 Cancels G.O. 125		Nov. 5, '09	Bridge iron, Phoenixville, Pa., to Quebec.
Pittsburg and Lake Erie R.R.			
105 Cancels 96	B. 1076 Cancels B. 1029	Nov. 1, '09	Class or commodity, P.L.E. points to Ontario.
Lehigh Valley R.R.			
671 Cancels 452		Nov. 6, '09	Whiting, c.l., L.V. R.R. points to Toronto, Ont., 16c. per 100 lbs.
638 Cancels 559		Oct. 24, '09	Wire, wire articles, L.V. R.R. points to Ontario.
Erie R.R.			
Sup. 2 128	Sup. 2 9190	Nov. 15, '09	Commodities, L. V. R.R. stations to Canadian points.
Wabash, Pittsburg Terminal Ry.			
Sup. 3 12	Sup. 3 26	Nov. 17, '09	New iron and steel rails, c.l., Bessemer, Pittsburg, etc., to points in Ontario.
Philadelphia and Reading R.R.			
254 Cancels 247-253		Nov. 15, '09	Commodities P. & R. stations to points on C. P. Ry.
Central R.R. of New Jersey.			
350 Cancels 327		Nov. 19, '09	Copper wire and rods, c.l., New Jersey points to G. T. Ry. in Canada.
Sup. 4 337		Oct. 31, '09	Commodities, C.P.R. of N.Y. points to Ontario points.
347 Cancels 4-5-130		Nov. 8, '09	Classes C.P.R. of N.Y. stations to points on G.T. and T.I. Rys.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

237 **Asbestos Rope.**—A South African firm of manufacturers' agents desires to be placed in touch with Canadian shippers of asbestos rope. Quotations to be c.i.f. East London.

238 **Breakfast Foods.**—A Mauritius firm of general merchants asks for price lists from exporters of breakfast foods. Quotations to be c.i.f. Mauritius, if possible, and if not, c.i.f. Durban.

239 **Binder Twine.**—A South African firm of commission agents desires to communicate with Canadian manufacturers and exporters of binder twine.

240 **Binder Twine and Harvest Yarn.**—A South African firm of produce brokers desires to be placed in communication with Canadian exporters of binder twine and harvest yarn.

241 **Barbed Wire.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of barbed wire. Quotations to be c.i.f. Durban.

242 **Barbed Wire.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of barbed wire. Quotations to be c.i.f. Delagoa Bay.

243 **Barbed Wire.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers. of barbed wire. Quotations to be c.i.f. East London.

244 **Bee Hives.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of bee hives. Quotations to be c.i.f. East London.

245 **Binder Twine.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of binder twine. Quotations to be c.i.f. East London.

246 **Barbed Wire.**—A South African firm desires to be placed in touch with Canadian shippers of barbed wire. Quotations to be c.i.f. East London.

247 **Binder Twine.**—A South African firm of merchants desires to be placed in touch with Canadian shippers of binder twine. Samples to be sent and quotations to be c.i.f. East London.

248 **Box Boards, Box Shooks, etc.**—One of the largest firms of timber importers and dealers in London, England, are anxious to make arrangements with Canadian manufacturers of the above goods who can ship to South Africa.

249 **Carriage Building Material.**—A South African firm of general merchants asks for price lists and full information of all kinds of carriage building material. Quotations to be c.i.f. Durban.

250 **Canned Fruit and Vegetables.**—A South African firm of general agents asks for price lists, etc., from exporters of canned fruit and vegetables. Quotations to be c.i.f. Durban.

251 **Condensed Milk.**—A South African firm of general agents asks for price lists, etc., from shippers of condensed milk. Quotations to be c.i.f. Durban.

252 **Condensed Milk.**—A South African firm of produce brokers desires to be placed in communication with Canadian exporters of condensed milk.

253 **Closet Seats.**—A Manchester firm wishes to correspond with Canadian manufacturers of closet seats as per specifications to be supplied them.

254 **Chair Seats.**—A Manchester firm wishes to receive prices and dimensions of chair seats from Canadian manufacturers.

255 **Chair Seats.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of chair seats.

256 **Closet Seats.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of closet seats. Quotations to be c.i.f. East London.

257 **Carbide.**—A South African firm desires to be placed in touch with Canadian shippers of calcium carbide. Quotations to be c.i.f. East London.

258 **Carriages.**—A large South African firm desires to be placed in touch with Canadian shippers of carriages. Quotations to be c.i.f. East London.

259 **Cement.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of cement. Quotations to be c.i.f. East London.

260 **Carriage and Wagon Material.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of carriage and wagon material. Quotations to be c.i.f. East London.

261 **Carriages.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of carriages. Quotations to be c.i.f. East London.

262 **Churns.**—A South African firm of agricultural and dairy machinery merchants desires to be placed in touch with Canadian shippers of churns. Quotations to be c.i.f. East London.

263 **Carriage.**—A lady in Bermuda, British West Indies, writes that she is in the market for a carriage of Canadian manufacture and desires quotations.

264 **Chair seats, perforated.**—A prominent firm of export forwarding agents in New York City desire to get in touch with Canadian manufacturers of birch chair seats for export trade.

265 **Dried Fruit.**—A South African firm of general agents asks for price lists, etc., from exporters of dried fruit. Quotations to be c.i.f. Durban.

266 **Doors and Windows.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of doors and windows. Quotations to be c.i.f. Delagoa Bay.

267 **Excelsior.**—A London firm invites quotations from Canadian manufacturers of excelsior.

268 **FFriction and Fibre Boards.**—A Lancashire importer of friction and fibre boards would like to hear from Canadian manufacturers.

269 **Flour.**—A Mauritius firm of general importers asks for quotations for flour. Quotations, if possible, to be c.i.f. Mauritius, and if not, c.i.f. Durban.

270 **Flour.**—A well known firm in Barbados invites correspondence with Canadian firm handling flour for export.

271 **Flour.**—A South African firm of general agents wishes to be placed in touch with exporters of flour. Quotations to be c.i.f. Durban.

272 **Flour.**—A South African firm of produce brokers with substantial bank references, desires to be put in touch with Canadian exporters of flour.

273 **Furniture.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of household furniture. Quotations to be c.i.f. Durban.

274 **Furniture.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of all kinds of furniture. Quotations to be c.i.f. Delagoa Bay.

275 **Files.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of files. Quotations to be c.i.f. East London.

276 **Fencing Material.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of fencing material. Quotations to be c.i.f. East London.

277 **Furniture, Wooden Goods and General Canadian Manufactures.** A well-known importer and manufacturers' representative in London, England, is anxious to hear from Canadian firms desiring a sole agent for the British market. Has good office and warehouse accommodation and claims to be able to do a good business.

278 **Foundry Equipment, Machine Tools, Paint Dipping Plant, etc.** A firm of agricultural implement manufacturers in Adelaide, South Australia, established in 1838, are in the market for the above goods from Canadian manufacturers. Want quotations f.o.b. with freight rates, if possible. Will pay by sight draft. Good bank references.

279 **Fruits, Canned and Evaporated.**—A well known firm of importers in Antwerp, Belgium, desire to hear from Canadian exporters of the above goods. Claim to be able to do a good business and can give good references through bankers.

280 **Furniture.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of house, school and office furniture. Quotations to be c.i.f. East London.

281 **Groceries and Confectionery.**—A Birmingham firm wishes to get into communication with Canadian packers of goods suitable for the grocery and confectionery trade.

282 **Hardware and Kindred Trades, Australasia, South Sea Islands, Dutch East Indies.**—A firm of manufacturers' representatives, old established, keen experienced, active business men, thoroughly conversant with the hardware and kindred trades on the above markets, have been representing important British concerns continuously for twelve years. Have offices and show-rooms in Sydney, and are about to open in Melbourne. Working the whole of the above territory at least once per annum and the more important centres two or three times. Three experienced men continually travelling. One of the partners is now in England and would like to open negotiations with a Canadian firm of repute for their sole agency. Replies will not be considered unless for sole agencies, for at least the whole territory of Australia, and commission on all orders coming off the agency territory either direct or through merchants and shippers. Negotiating firms must please state specifically the conditions and terms they are willing to offer.

283 **Hard Maple Lumber and Logs, Maple Mangle Roller Blocks, etc.**—One of the largest firms of wholesale timber merchants in Liverpool, England, desires quotations on the above products from Canadian exporters.

284 **Hardware.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of all kinds of hardware. Quotations to be c.i.f. Delagoa Bay.

285 **Hemp Rope.**—A South African firm of manufacturers' agents desires to be placed in touch with Canadian shippers of hemp rope. Quotations to be c.i.f. East London.

286 **Hand Pumps.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of hand pumps. Quotations to be c.i.f. East London.

287 **House, Office and School Furniture.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of house, office and school furniture. Quotations to be c.i.f. East London.

288 **Hardware and Ironmongery.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of hardware and ironmongery. Quotations to be c.i.f. East London.

289 **Horse Rugs.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of horse rugs. Quotations to be c.i.f. East London.

290 **House Furniture.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of house furniture. Quotations to be c.i.f. East London.

291 **House Furnishings.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of all kinds of house furnishings. Quotations to be c.i.f. East London.

292 **Jute Bags.**—Former Canadian now carrying on business as a manufacturers' agent in the Republic of Panama, writes that there is a good market for jute bags of various sizes in connection with the new salt mines which are being opened up there. States that he can do good business for Canadian manufacturers. Is prepared to secure the first order without commission.

293 **Kitchen Utensils.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of all kinds of kitchen utensils. Quotations to be c.i.f. Durban.

294 **Lard.**—A South African firm of general agents asks for prices, etc., of lard. Quotations to be c.i.f. Durban.

295 **Metal Bedsteads.**—A large South African firm of general merchants having several branches, desires to be placed in touch with Canadian shippers of bedsteads. Quotations to be c.i.f. East London.

296 **Motor Car.**—A South African firm of mining merchants desires to be placed in touch with Canadian makers of a medium-priced motor car, to hold two people for use about town. All parts must be made to standard size and quotations to be c.i.f. East London.

297 **Mantels and Overmantels.**—A South African firm of tile and marble merchants desires to be placed in touch with Canadian shippers of mantels and overmantels. Quotations to be c.i.f. East London.

298 **Meat Choppers.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of meat choppers. Quotations to be c.i.f. East London.

299 **Metal Bedsteads.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of metal bedsteads. Quotations to be c.i.f. East London.

300 **Mantels.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of mantels. Quotations to be c.i.f. East London.

301 **Maize Drills.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of maize drills. Quotations to be c.i.f. East London.

302 **Mining Timber.**—A South African firm of furniture dealers desires to be placed in touch with Canadian shippers of mining timber. Quotations to be c.i.f. East London.

303 **Metal Bedsteads.**—A large South African firm desires to be placed in touch with Canadian shippers of metal bedsteads. Quotations to be c.i.f. East London.

304 **Metallic Roofing.**—A large South African firm desires to be placed in touch with Canadian shippers of metallic roofing material. Quotations to be c.i.f. East London.

305 **Mantels.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of mantels. Quotations to be c.i.f. East London.

306 **Motor Buggies.**—The Australian representative of a well known Canadian varnish firm writes that customers of his in Sydney and Melbourne are anxious to secure the agencies for manufacturers of motor buggies.

307 **Manufacturers' Representative.**—A firm of manufacturers' agents in London, England, are open to represent first-class Canadian firms.

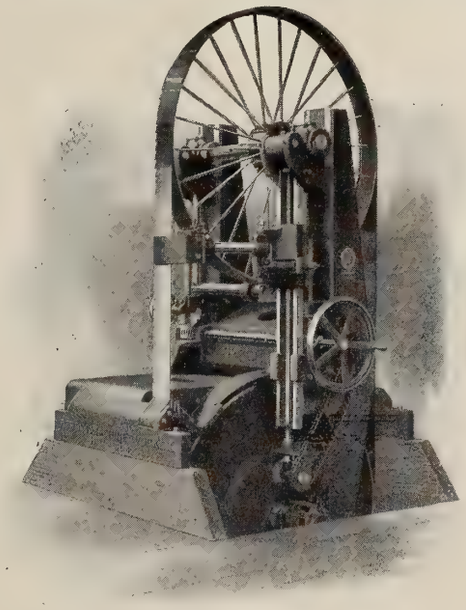
308 **Metal Ceilings, Office Furniture, Architects' and Builders' Requirements, etc.** A first-class manufacturers' representative in Durban, South Africa, would be glad to hear from Canadian exporters of the above goods and other suitable for the South African market. Claims first-class connection.

309 **Maple Flooring.**—A Liverpool firm having a large demand for maple flooring is desirous of buying supplies from Canadian exporters.

310 **Nails.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of nails. Quotations to be c.i.f. East London.

No. 301 PONY BAND MILL

¶ During the past few years, the cost of stumpage has increased so rapidly that the demand at present is for machinery which will saw lumber with the minimum amount of waste. Second growth and other small timber which formerly was wasted is now being utilized at a large profit. For cutting up logs of this kind, our pony band mill, the No. 301, was built. This machine carries a 7-inch blade. We are now building the same type of mill in two larger sizes. No. 302 carries an 8-inch blade, and No. 303 carries a 10-inch blade.



¶ The No. 301 is well adapted to saw mill work for cutting special bills of stock, quarter sawing, rift sawing for making edge grain strips, where a large band mill would not be necessary. It is also used in lumber yards for supplying special sizes. Ship-yards, Car-shops, and similar plants need a machine of this kind for reducing heavy timbers and tapering them into various shapes. Small tracts of timber which are inaccessible for large saw mills, can be cut very nicely with this mill. When dismantled, the heaviest piece weighs about 1000 pounds and may be handled on any ordinary truck.

¶ We can furnish carriages to meet all requirements. If you will advise us as to the size of the logs you want to handle, the nature of the wood to be cut, and other existing conditions, we will gladly recommend carriage and feed works which will be best adapted to your needs. All our carriages are made sufficiently heavy to stand any strain to which the carriage may be subjected.

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HAMILTON, CAN.

Builders of Berlin

Sanders, Sizers, Matchers, Moulders, Surfacers, Planers,
Jointers, Edgers, Rip-Saws, Re-Saws

311 **Oatmeal, Quaker Oats and Buckwheat Meal.**—A South African firm of produce brokers with substantial bank references desires to be placed in communication with Canadian exporters of oatmeal, quaker oats and buckwheat meal.

312 **Organs.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of organs. Quotations to be c.i.f. East London.

313 **Organs.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of organs. Quotations to be c.i.f. East London.

314 **Printing Paper.**—A South African firm of general agents asks for price lists, etc., from exporters of printing paper. Quotations to be c.i.f. Durban.

315 **Picks and Shovels.**—A large South African firm of general merchants desires to be placed in touch with Canadian shippers of picks and shovels. Quotations to be c.i.f. East London.

316 **Preserved Fish.**—A South African firm of general agents asks for price lists, etc., from exporters of preserved fish. Quotations to be c.i.f. Durban.

317 **Paints and Varnish.**—A South African firm of general merchants desires to be placed in touch with Canadian shippers of paints and varnish. Quotations to be c.i.f. East London.

318 **Paper Box Making Machines.**—Canadian firm, member of the Canadian Manufacturers' Association, are in the market for the above machines. If there are any Canadian manufacturers of same they should communicate with the Head Office.

319 **Quebec Province Representative.**—Manufacturers' agent and merchant in St. Bruno County, Lake St. John, Quebec, writes that he would be glad to hear from Canadian firms desiring a selling agent in his territory. States that he can furnish good references.

320 **Roll Top Desks and Office Furniture.**—A reliable firm of manufacturers' agents, with offices and sample-rooms in Sydney, are anxious to secure sole agency for the whole of Australasia for Canadian desks, roll and flat top, typewriter desks, office chairs, filing cabinets, etc. Know the trade well, were interested in 2,000 desks imported into Australia last year, source of supply now closed. Goods, prices and K. D. packing must be right. Particulars can be furnished of best selling lines if necessary. Commission required on all orders executed for the Australasian market, direct or otherwise. Partner now in England, may be able to visit Canada on return journey. Negotiating firms must be prepared to quote prices f.o.b. ocean steamer, and state specifically the conditions and terms on which they are willing to place the agency.

SITUATIONS WANTED.

1. **Expert Tool Maker.**—Englishman, middle age, excellent experience and references, desires position in Canada as tool maker. Has worked for prominent bicycle and cable construction firms in Great Britain, and is familiar with all modern tool work. Can furnish good references.

2. **Superintendent for Brick Plant.**—Hull, England, brick factory superintendent desires to secure a similar position in Canada, and would be glad to hear from Canadian firms who might have vacancies of this kind. Excellent British and American experience and Canadian references.

3. **Industrial Chemist.**—Thoroughly qualified chemical expert who has had a wide experience, particularly in flavoring extracts, drug, aerated waters, and similar businesses, who can furnish first-class references, desires to come to Canada and secure position with reputable Canadian firm. Thirty-two years of age and has unquestionable qualifications. Further information on application.

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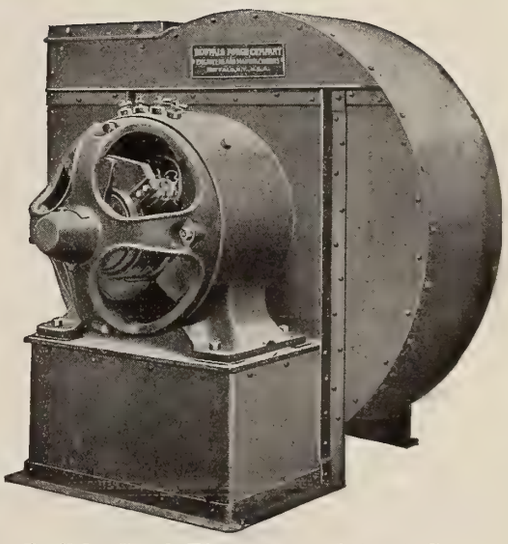
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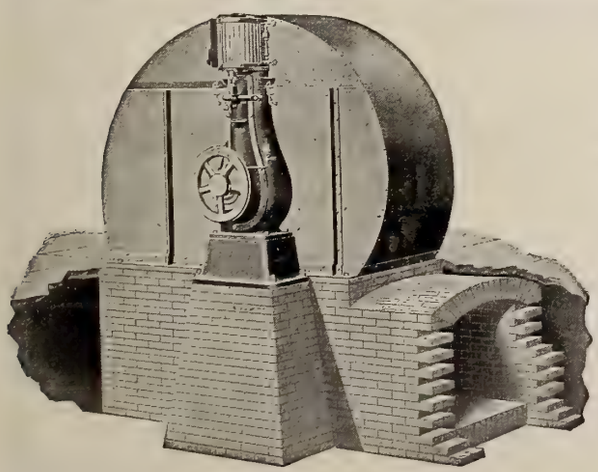
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Engineers and Manufacturers

MONTREAL - - Que.

The Massey-Harris Co. will build a warehouse at Neepawa, Man., this fall.

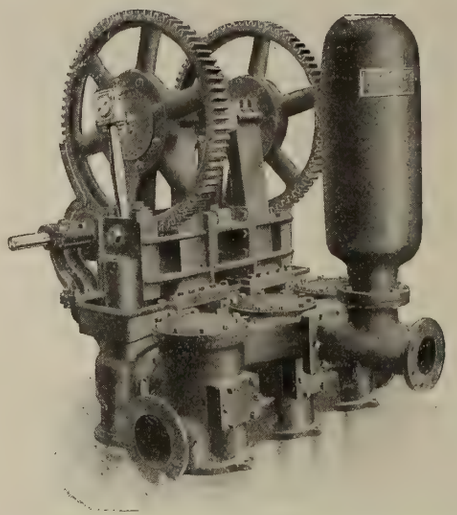
The Saskatoon Milling Co. have decided to erect a 500-barrel mill in that city.

The Canadian Westinghouse Co. will build a warehouse in Winnipeg at a cost of $26,900.

It is reported that the Ogilvie Milling Co. will double the capacity of their mills at Winnipeg.

The Hunting Lumber Co., Vancouver, B.C., suffered a loss by fire aggregating $100,000 recently.

The Continental Oil Co. and the Canadian Oil Co. will both erect warehouses in Regina this year.



Power and Steam Pumps, Condensers, Engines, Boiler, Travelling Cranes, Etc. . . .

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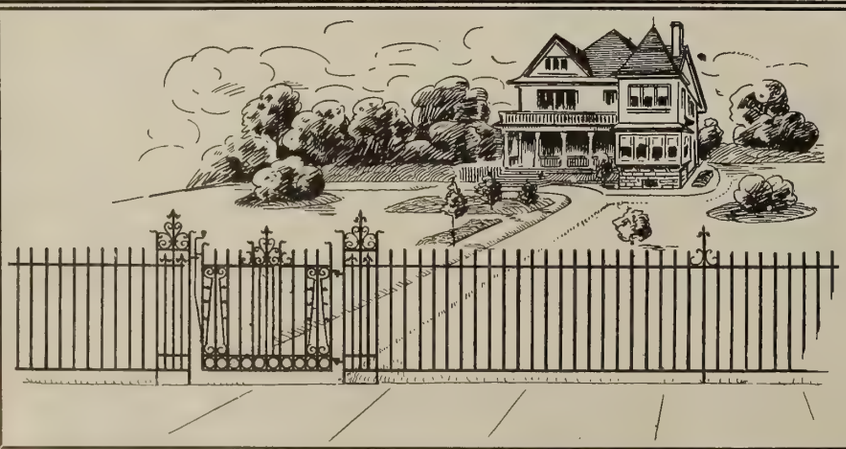
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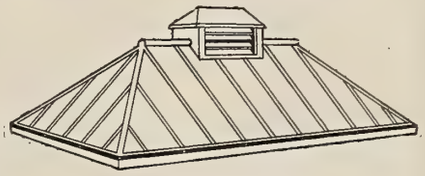
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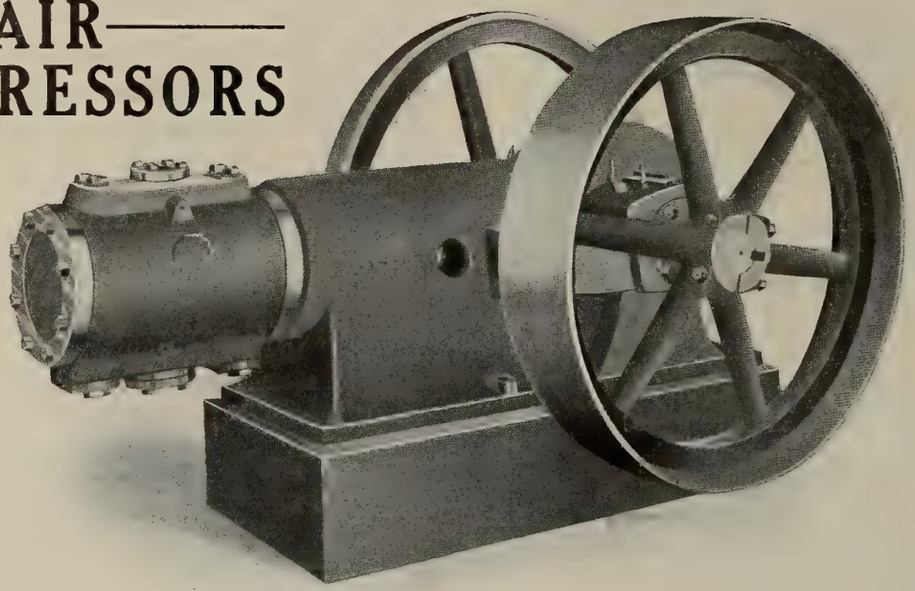
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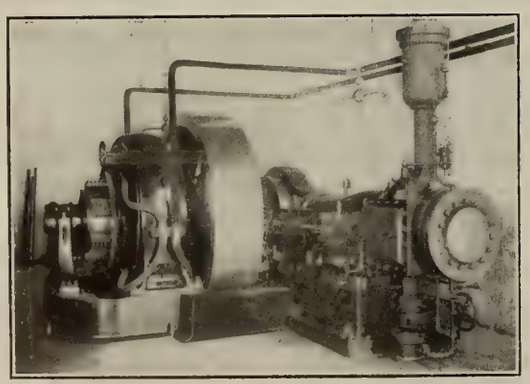


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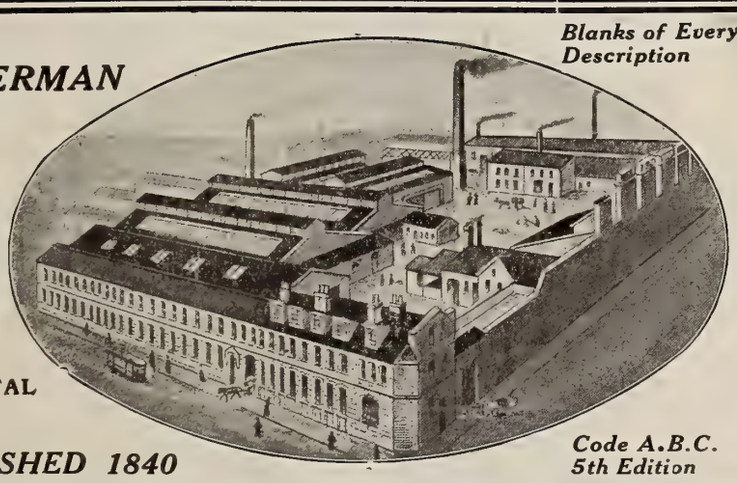
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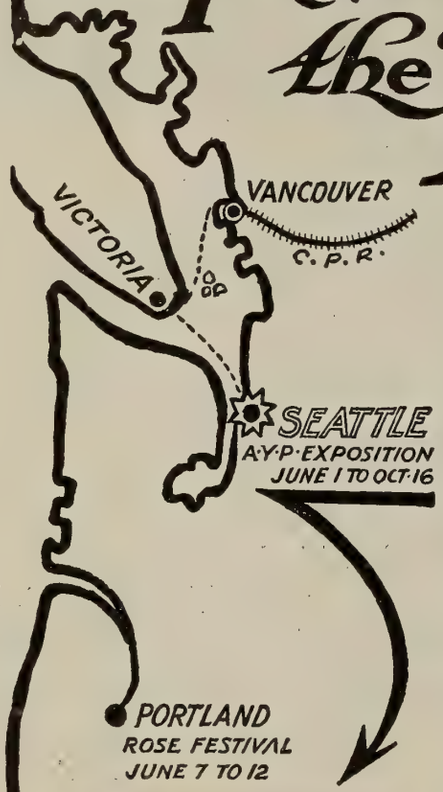
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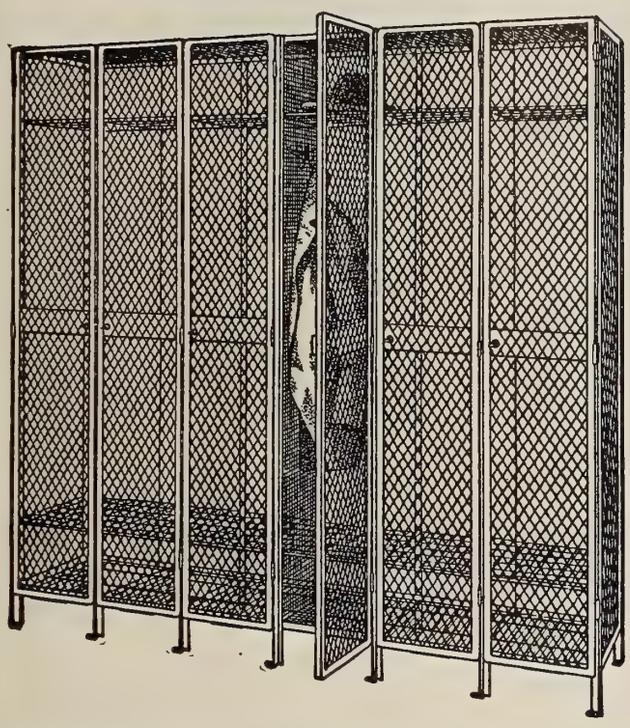
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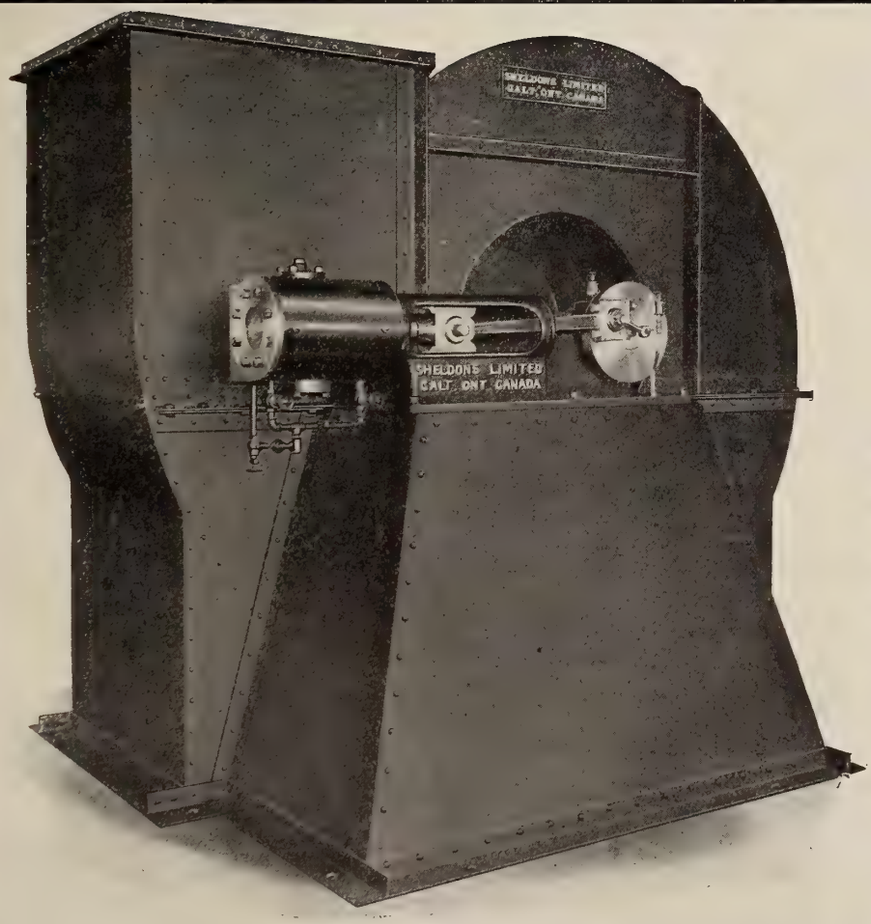
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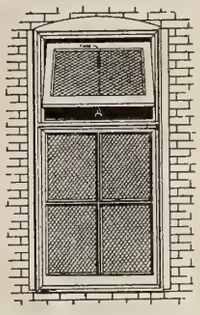
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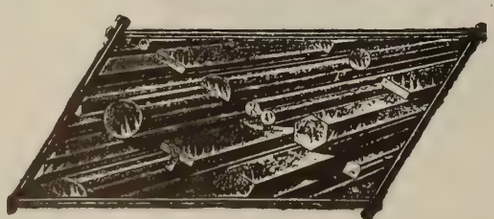
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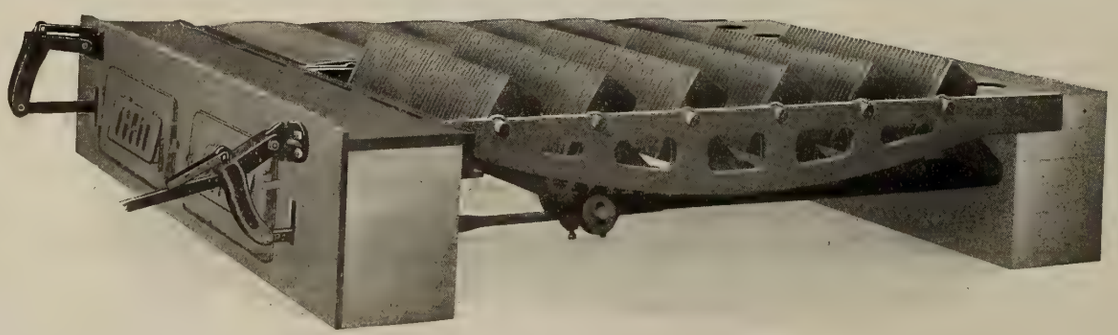
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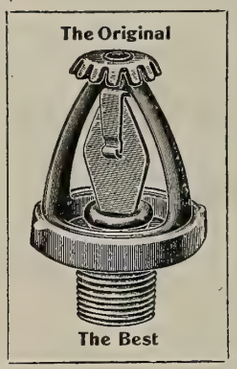
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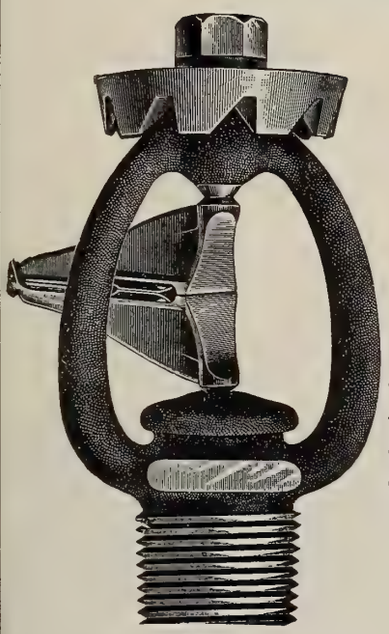
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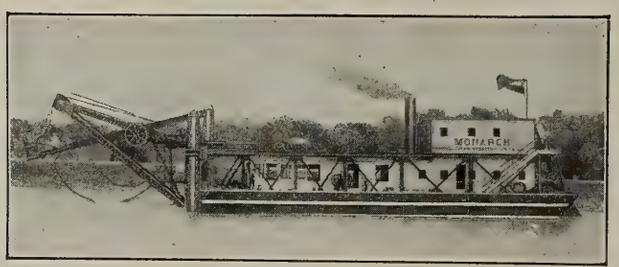
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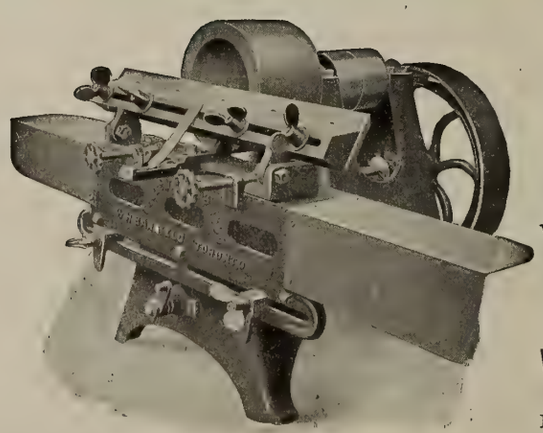
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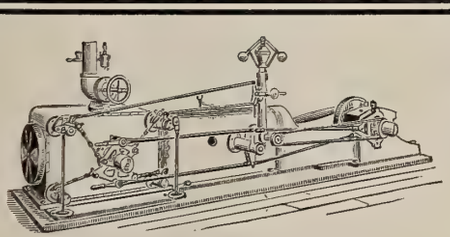
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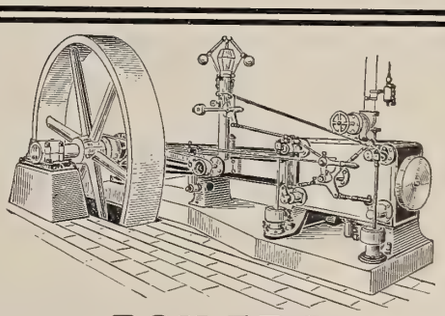
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Sole Manufacturers of the Celebrated "Maltese Cross" and "Lion" Brands of Rubber Boots and Shoes.

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THE CANADIAN RUBBER CO. OF MONTREAL.
Branches at **HALIFAX, MONTREAL, TORONTO, WINNIPEG, VANCOUVER**
Manufacturers of all kinds of High-Grade Mechanical Rubber Goods, Belting, Hose, Packing, Light Mechanical and Moulded Rubber Goods, Druggists' Sundries.

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SAWS.
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Established 1856.
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Smelters and Refiners, Purchasers of Cobalt Silver Ores and Concentrates. Producers of Silver Bullion, Cobalt Oxide, Nickel Oxide, and Refined White Arsenic.
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Makers of High Grade Varnishes, Japans, etc.
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Special Mixtures
High-Class Electro-plating

Plumbers' and Steamfitters' Brasswork

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Cut Exact to Size



Design Patented

NOTICE THE SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD

McKinnon Chain Works *ST. CATHARINES ONT.*

Russell

Over 100% INCREASE

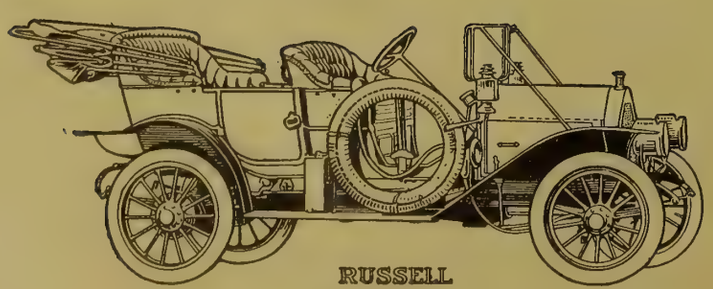
More than double the number of Russell Cars produced last season will be turned out in order to supply the 1910 demand for the "only all-Canadian built Car." Do you ask for better evidence?

3 Leading 1910 Models

Russell "38" with Knight Motor
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Write now for full descriptions.

Ask us for a demonstration.



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Canada Cycle & Motor Co.

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Makers of High Grade Automobiles

West Toronto

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Calgary Vancouver Melbourne, Australia

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STEEL BRIDGES

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For Factories, Offices, Warehouses, Power Stations, Mill Buildings or any other purposes . . . . .

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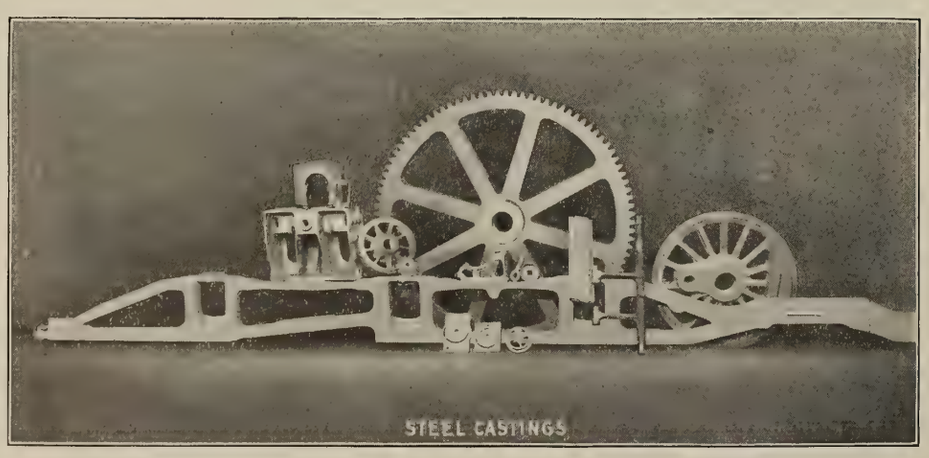
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MONTREAL *LIMITED*



MANUFACTURERS OF

Steel Castings (Acid Open Hearth System)

Switches and Track Work For Steam and Electric Roads

Springs of All Kinds

Manganese Steel Castings For Wearing Parts, Insuring Great Hardness and Durability

Interlocking Plants Trucks for Electric Cars

Agents for Canada for THOS. FIRTH & SONS, Limited, Sheffield, England, "Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, Etc.
A Large Stock Carried in Our Warehouse.

Agents for Canada for BARROW HAEMATITE STEEL CO., Barrow-in-Furness, England.
Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.
Catalogues Sent on Application.

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W. J. CARRIQUE, PRESIDENT.

EXCLUSIVE STREET CAR ADVERTISING CONTROL THROUGHOUT CANADA

Montreal, Canada, Dec. 1st. 1909.

Messrs. Canadian Manufacturers,

Gentlemen:-

Street car advertising stands unrivalled in economy and efficiency.

At an average cost of four cents per family for 365 days advertising, you can be certain that every time any member of any family enters any street car in Canada you have your advertisement conspicuously and constantly before him, her and all of them.

If the man of the family rides in the cars 700 times a year, the wife 200, and the school children from 50 to 400 times a year, you have gained probably a thousand to two thousand presentations of your story--varied as often as you like to that single family for just four cents--the cost of a single ordinary circular once.

Suppose your profits are 25 per cent. the first sixteen cent purchase made by any member of the family pays the entire cost of your twelve months' advertising to that family.

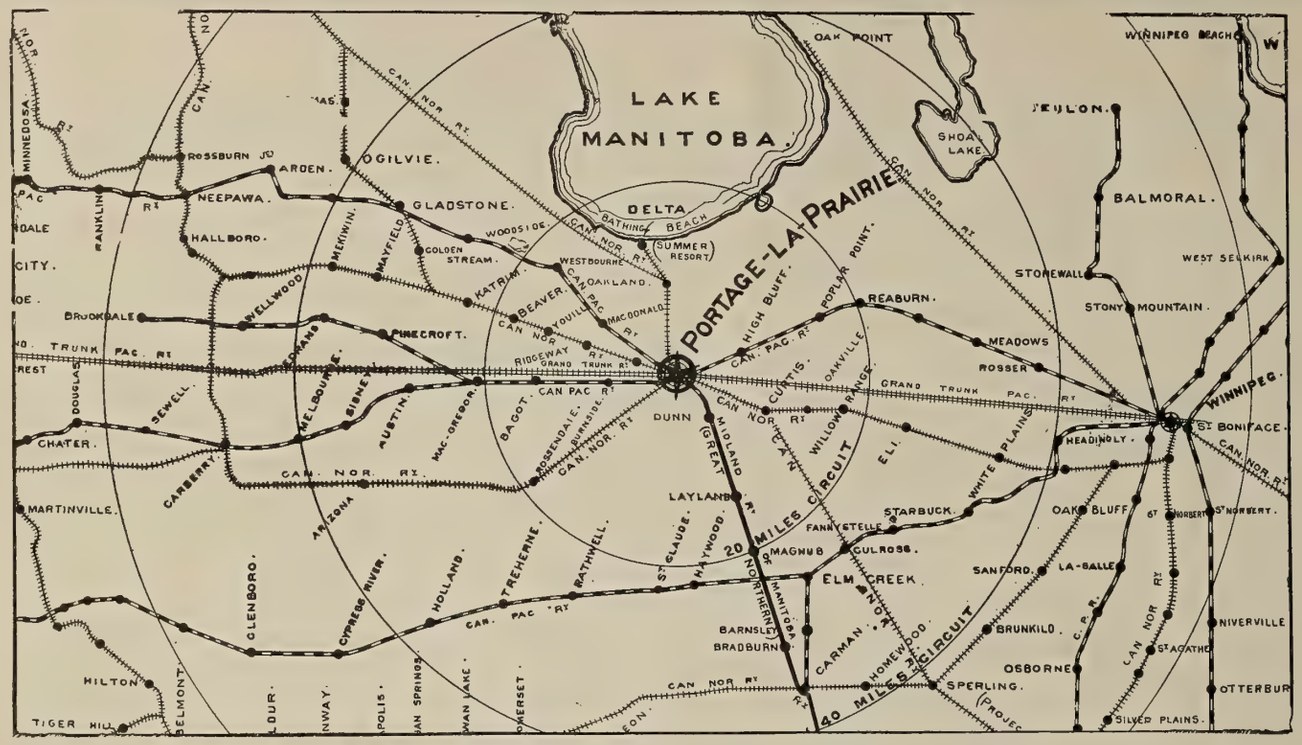
Herein lies the economy of street car advertising.

Its efficiency consists in repeatedly telling your story with unmatched persistency.

Street Car advertising is the most direct and greatest selling force in America to-day and we can prove it.

Yours truly,

The Canadian Street Car Advertising Company, Limited.



If you are interested in Western trade, write for

FREE MAP OF THE PRAIRIE PROVINCES

Showing why Portage la Prairie, Man., is the greatest railway and distributing centre in Western Canada. Address H. G. Coleman, Secretary Board of Trade, Box 728, Portage la Prairie.

For Sale or To Rent

Factory Properties

In Montreal and vicinity, excellent Buildings. Water Power from Canal. Sprinkler System, Electric Light Plant, etc. Immediate possession.

For Plans and Particulars, etc.

D. W. OGILVIE & CO., Inc.

11 St. Sacrament Street

MONTREAL

Manufacturers! Fort William, Ont. Capitalists!

The Great Rail and Lake, Shipping, and Cheap Power City, offers every economic and advantageous facility for the profitable operation of every kind of INDUSTRY.



FORT WILLIAM, ONT.—Outstripping every other Canadian City in development.



FORT WILLIAM, ONT.—The Cheap Power City of the Dominion of Canada.



FORT WILLIAM, ONT.—Transportation facilities NOT EQUALLED in Canada.



FORT WILLIAM, ONT.—Has 26 miles frontage on the Finest Harbor in the World.

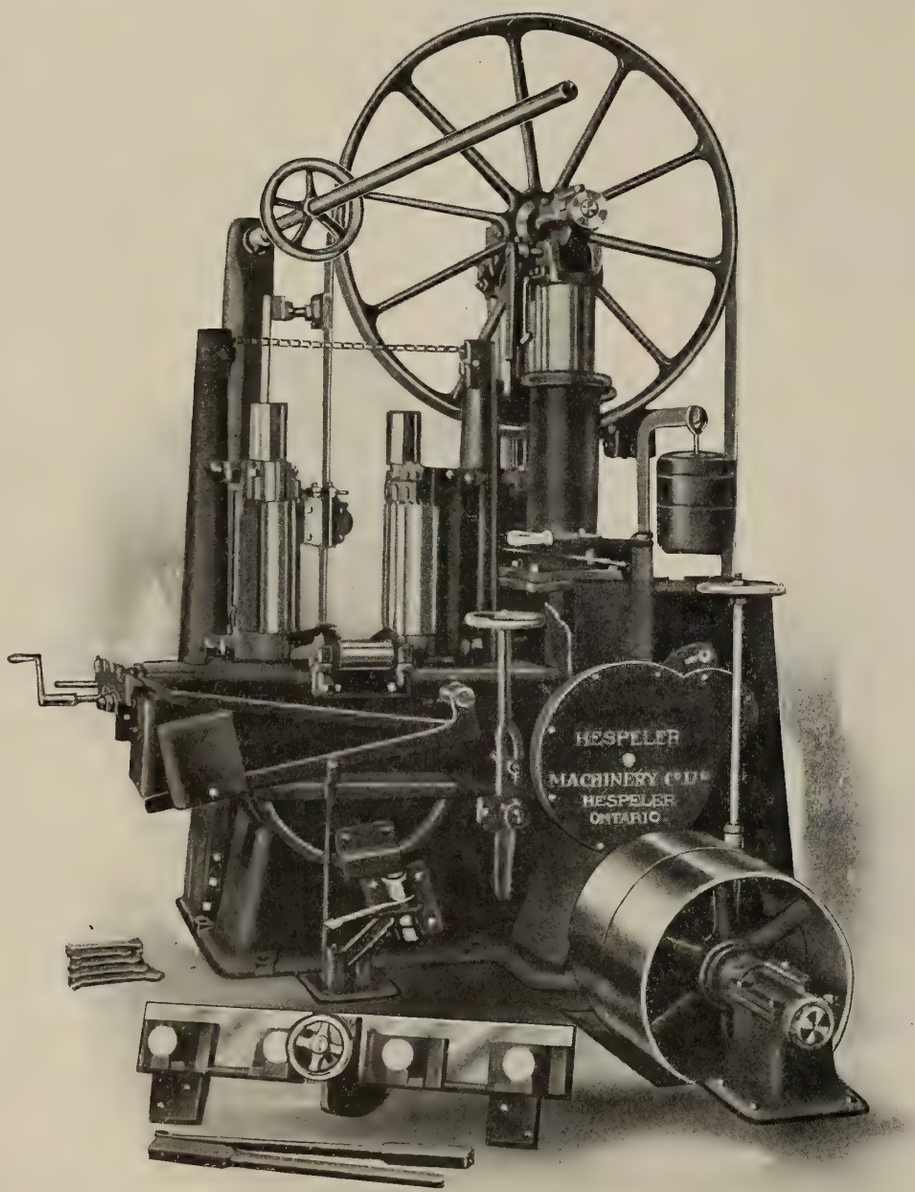
FORT WILLIAM, ONT. — Has the Raw Materials; Cheap Power; Cheap Coal; Favorable Labor Conditions; Splendid Industrial Sites with harbor and facilities of the Canadian Pacific, Canadian Northern and Grand Trunk Pacific Railways; Finest Water on the Continent, at least cost, and will grant reasonable concessions to Industries.

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Industrial Commissioner, Fort William, Ont.

BEFORE BUYING

A Band Resaw



Give us an opportunity of telling you about The Hespeler.

This is a Resaw made in Canada for the special needs of Canadian planing mills and box factories, in three designs Nos. 230, 232 and 234.

For simplicity, effectiveness and reliability there is nothing on the market that can compete with our Resaw.

MADE IN CANADA

THE IDEAL BAND RESAW FOR THE BOX FACTORY, PLANING MILL AND GENERAL RESAWING

We also manufacture a standard line of Surface Planers, Planers and Matchers, Combined Planers, Matchers and Moulders, Moulders, Buzz Planers, or Jointers, Mortisers, Tenon Machines, Sash and Door Clamps, Shapers, Band Resaws, Self-Feed Rip Saws, Saw Tables, Band Saws, Borers, Sanders, Etc.

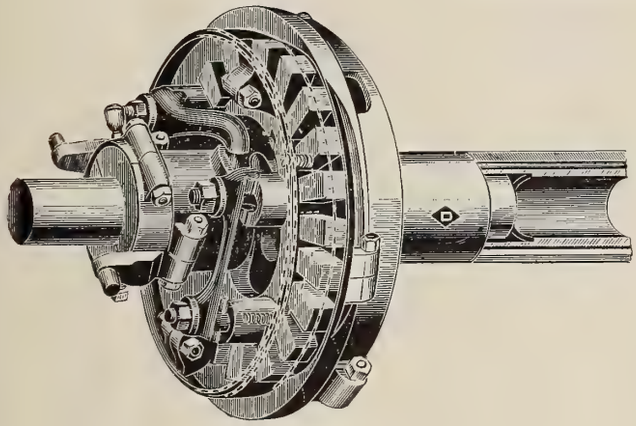
HESPELER MACHINERY CO., Limited

HESPELER, ONTARIO

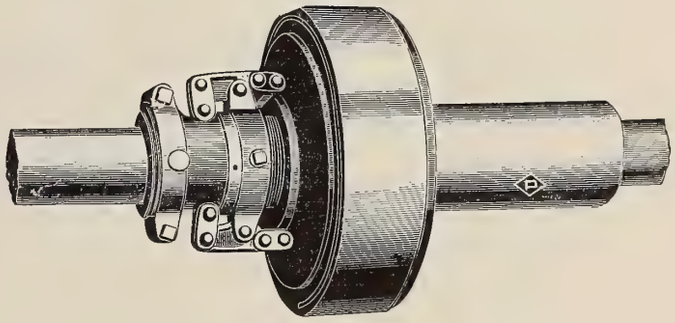
DODGE

Friction Clutch Pulleys
AND
Friction Cut-off Couplings

SOLID AND SPLIT



SPLIT CLUTCH



SOLID CLUTCH

SIMPLE **POSITIVE** **DURABLE**

We have the most complete line of Clutches on the Market

OUR PATTERNS COVER ALL SIZES FROM 1 H.P. TO 1000 H.P.

Our Manufacturing process is standardized to the highest degree, all parts interchangeable.

We Guarantee Entire Satisfaction

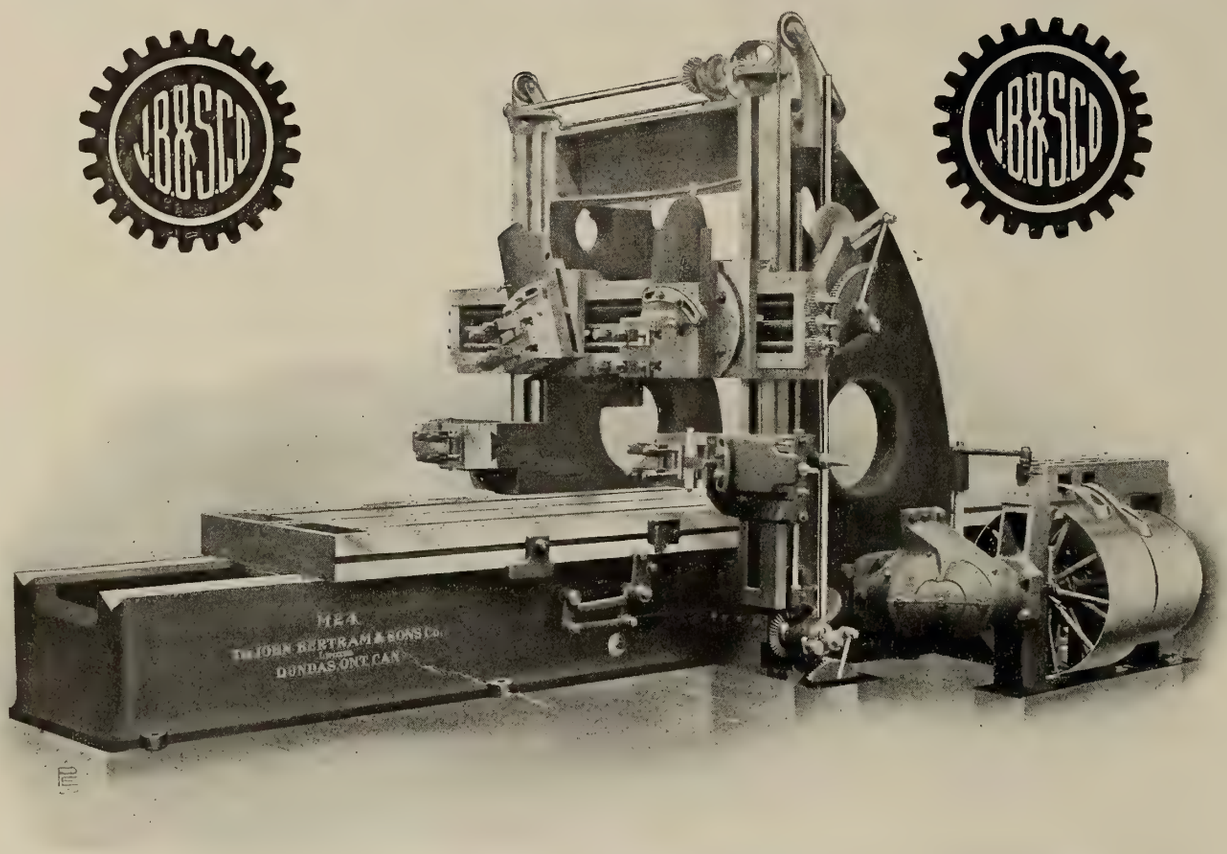
The use of Friction Clutches saves power, prevents accidents, saves belting, saves space ! Thousands in use.

SEND FOR CLUTCH BOOKLET

Dodge Manufacturing Co.

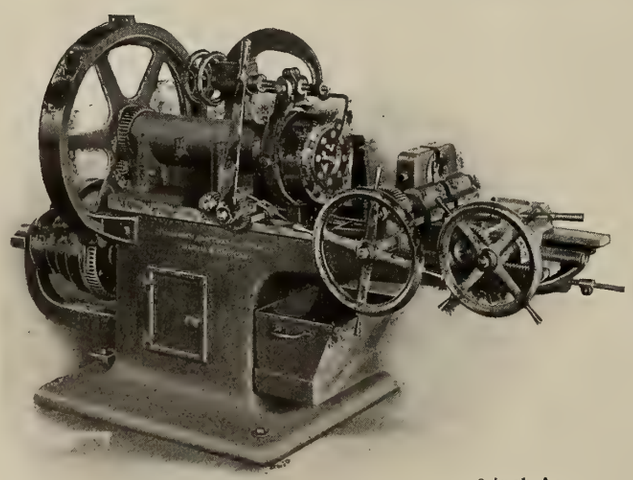
TORONTO - - - - MONTREAL

BERTRAM MACHINE TOOLS



54-inch Planing Machine, with Four Heads—Four-Belt Drive.

Machine Tools of every description for Car and Locomotive Shops, Bridge and Boiler Works, and Ship Yards.



We install complete equipments for Machine Shops. Write for photographs and descriptions.

3-inch Acme
Single Bolt Cutter.

THE JOHN BERTRAM & SONS CO. LIMITED

DUNDAS, ONTARIO
CANADA

Agents:
The Canadian Fairbanks Company Limited

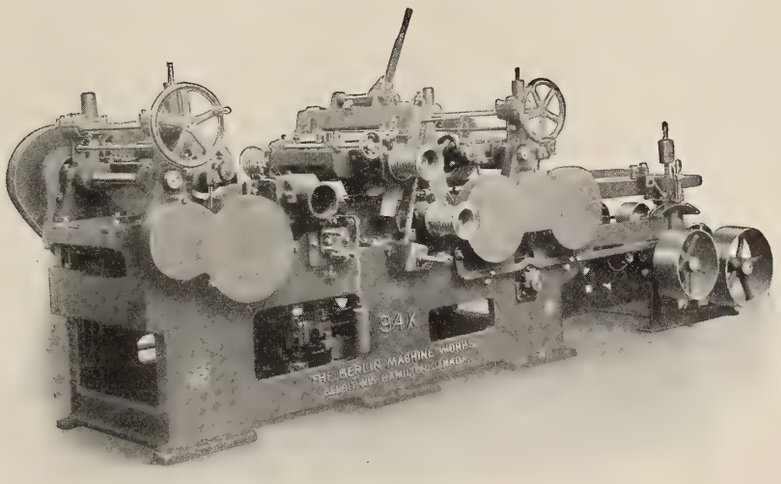
Offices:
Montreal, Toronto, Winnipeg
Vancouver, Calgary, St. John

BERLIN MACHINES

94x Fast Feed Planer and Matcher

SIX BITTED ROUND CYLINDERS

TWELVE BITTED ROUND SIDE HEADS



SIDE-HEAD JOINTER

SET-GRIND JOINT DEVICES

Will Turn Out Perfect Work at 150 to 200 Feet Per Minute

The 94x is not the highest priced matcher on the market. It has features which can not be found elsewhere, yet we are not asking as much as you can pay for other machines on the market to-day.

We offer a machine of proven capacity, that will turn out a higher grade of flooring at 100 to 200 feet per minute than the ordinary matcher will at 50 feet per minute.

We offer in the 94x, a matcher whose features of construction are such as to prevent the tearing out of knotty or cross-grained places, thereby raising the grades.

We offer a machine with cylinder and side-head construction of proven capacity and furnish eight or twelve bitted side heads designed by ourselves.

We offer in the side head mechanism, a construction which can not be choked down at 200 feet per minute.

And notwithstanding that we offer you the above as a fair representation of what you purchase the actual cost in dollars and cents is less than some other machines offered you.

One 94x will actually turn out more well-finished lumber than three ordinary matchers because it runs steadily hour after hour and not several hours with tie-ups for break-downs or time losses caused by sharpening knives.

A short time ago a firm put in one 94x to do the work of four light machines. Consider the saving in labor. The expense of maintaining the 94x is also less because there are fewer parts to give trouble.

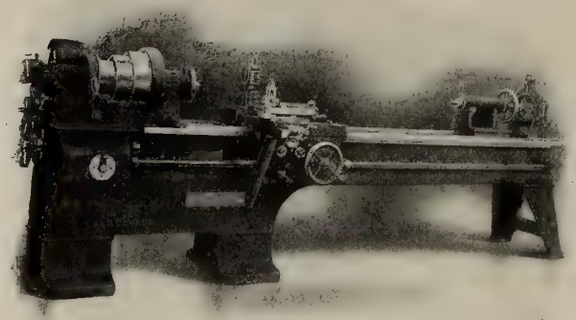
We would like to show you where the 94x machines are going in. A circular of the machine will give you all the details and show why the machine is making such a success.

Berlin Machine Works, Ltd.

HAMILTON, CAN.

Builders of Berlin
Sanders, Sizers, Matchers, Moulders, Surfacers, Planers,
Jointers, Edgers, Rip-Saws, Re-Saws

A GAP LATHE



To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect.

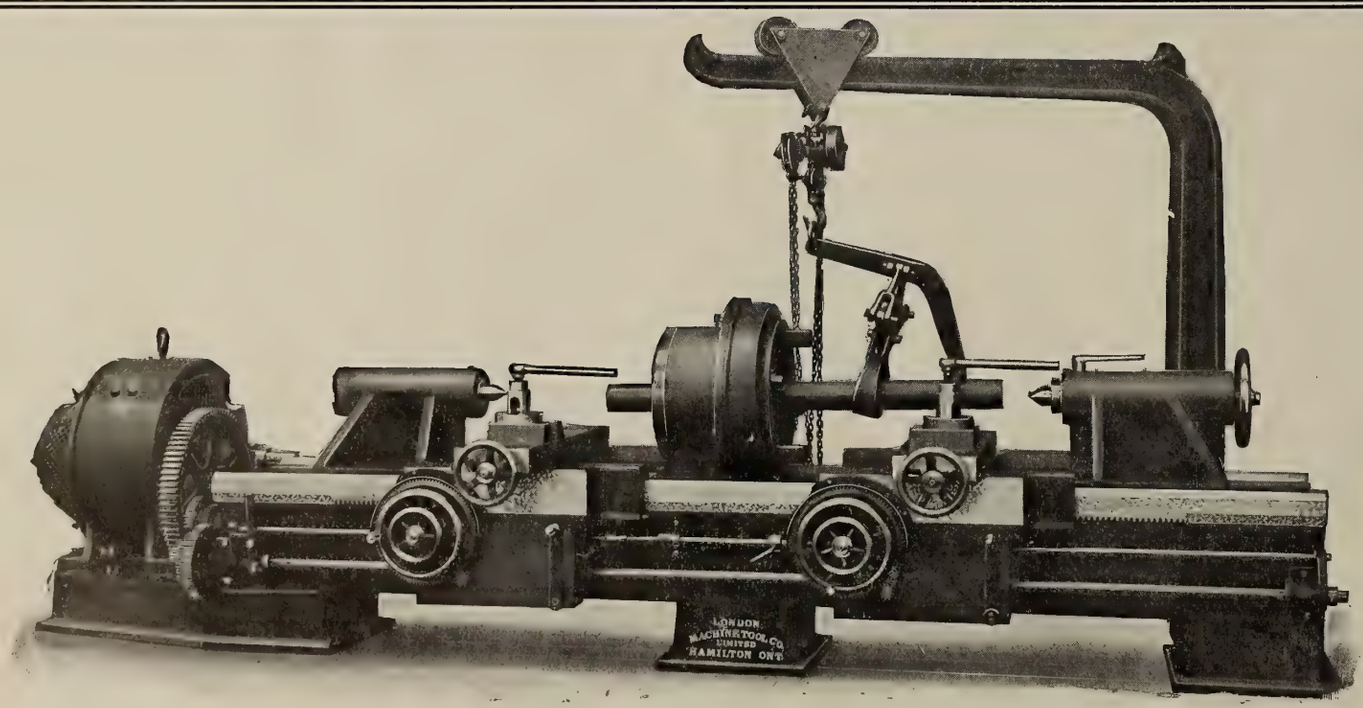
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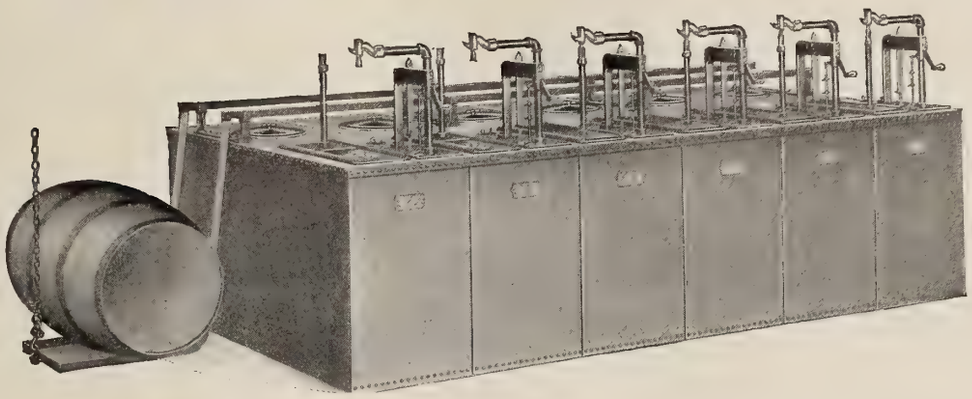
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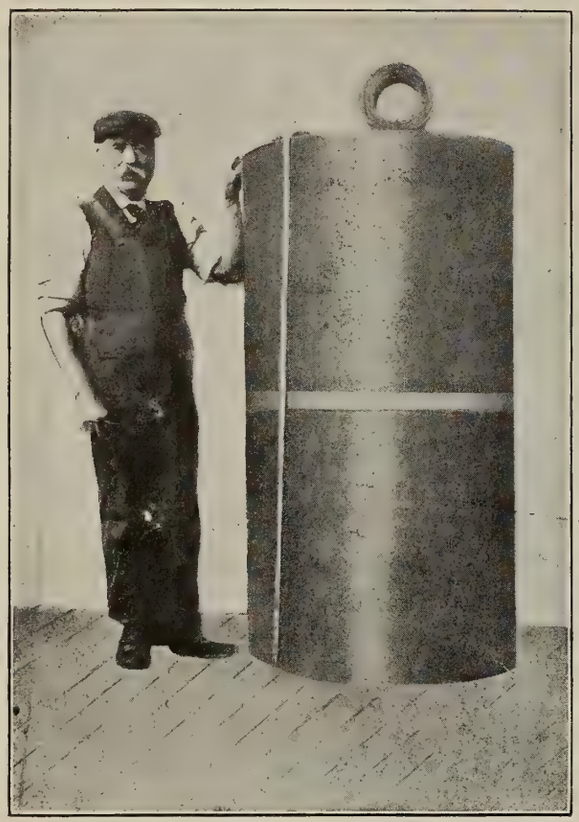
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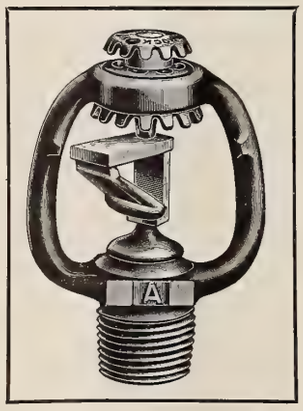
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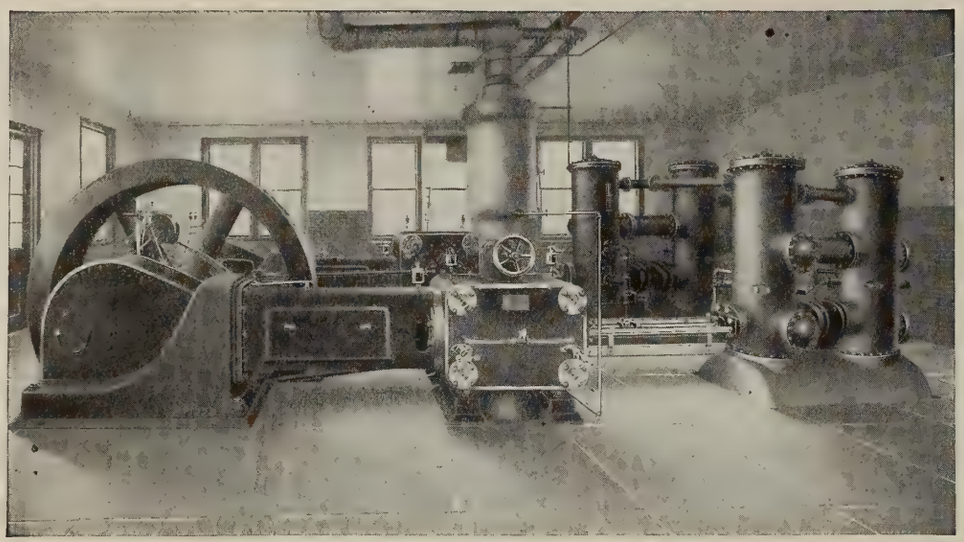
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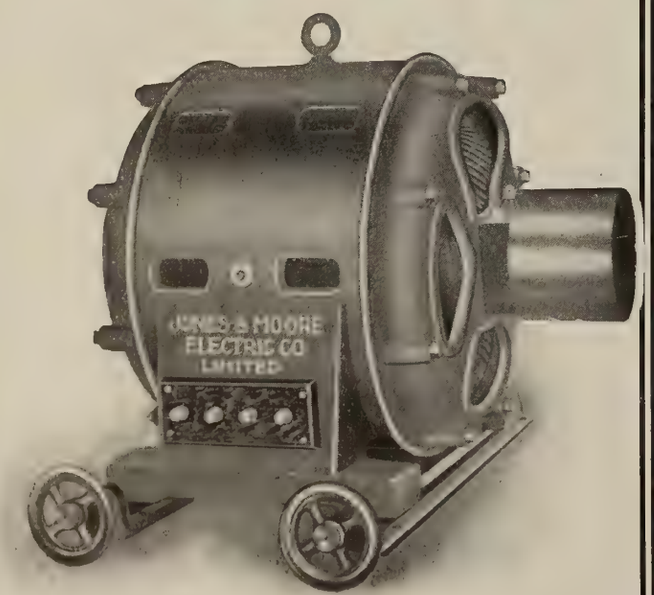
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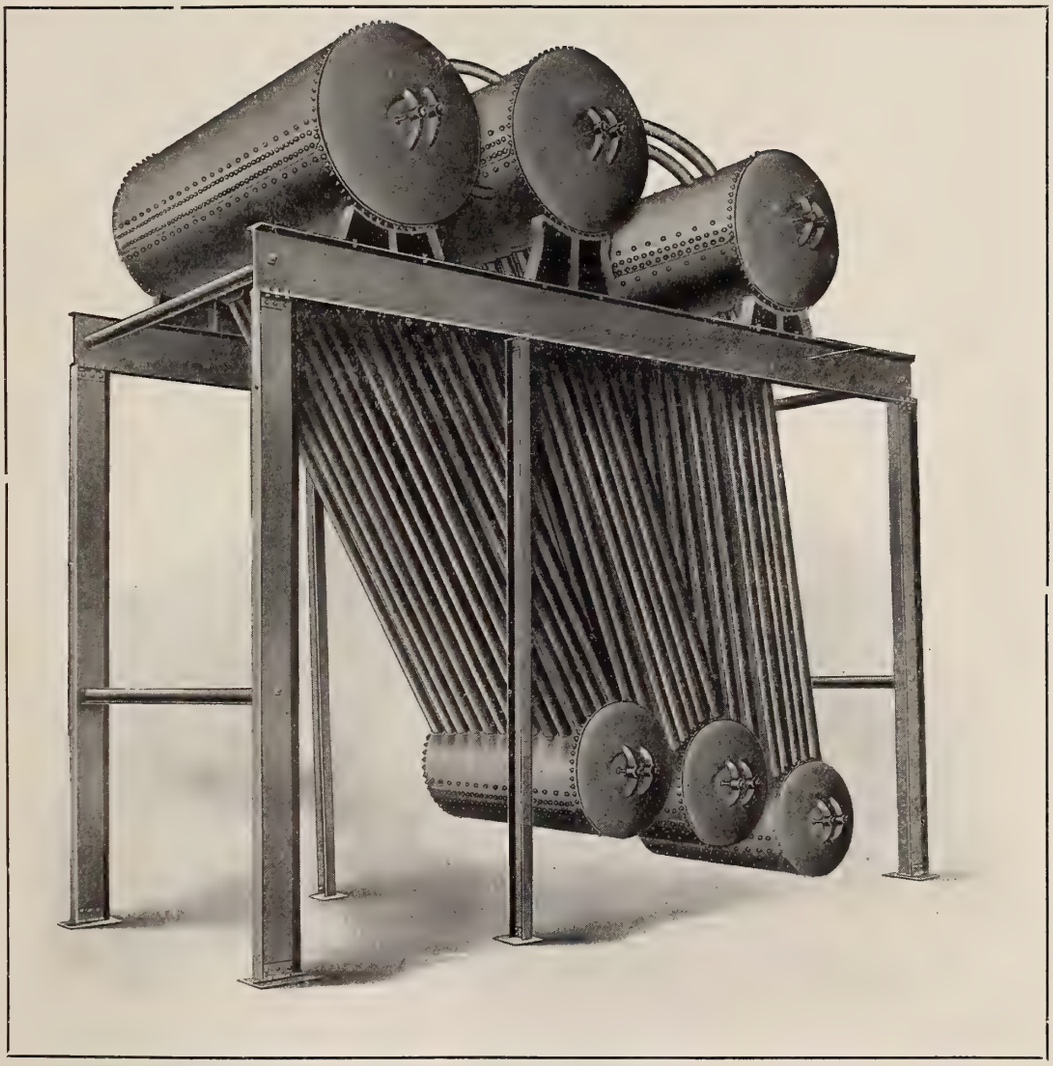


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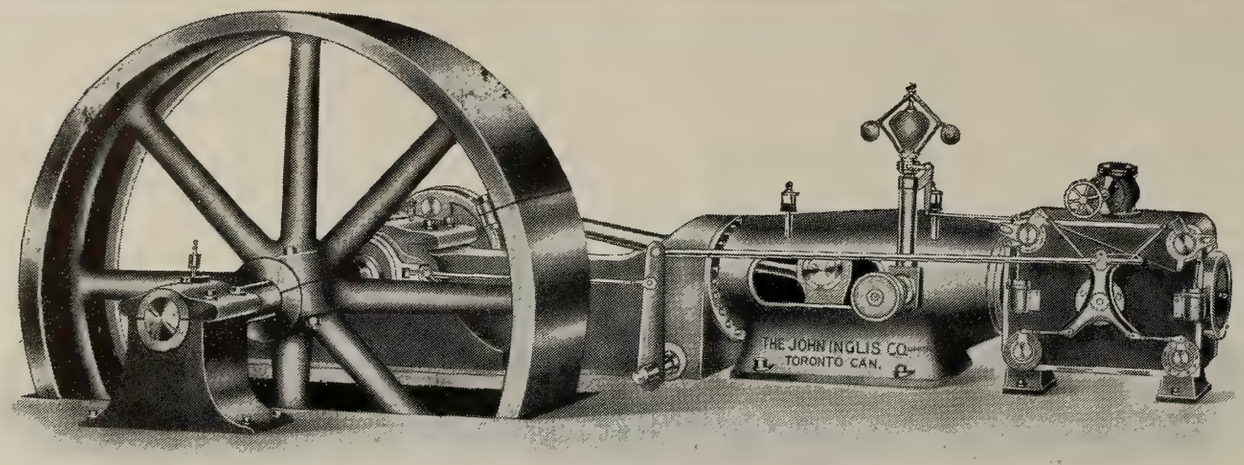
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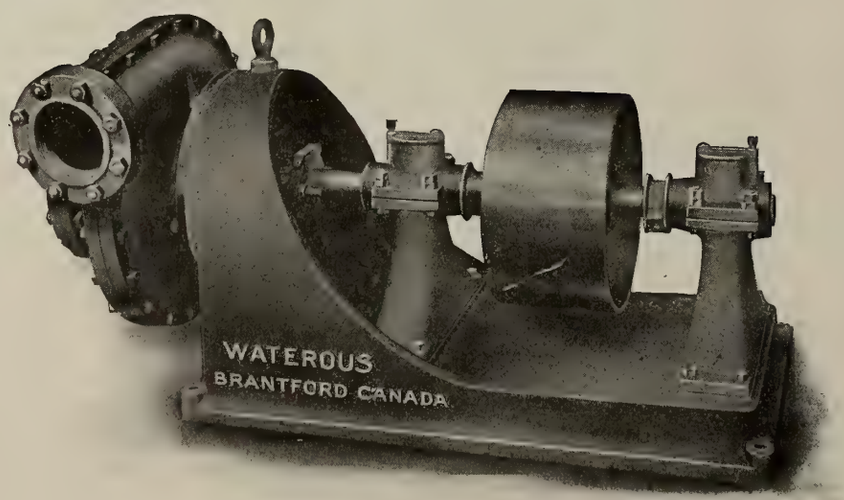
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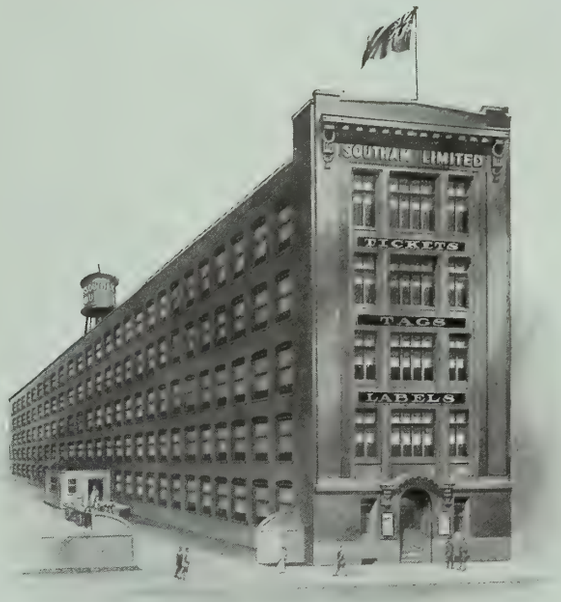
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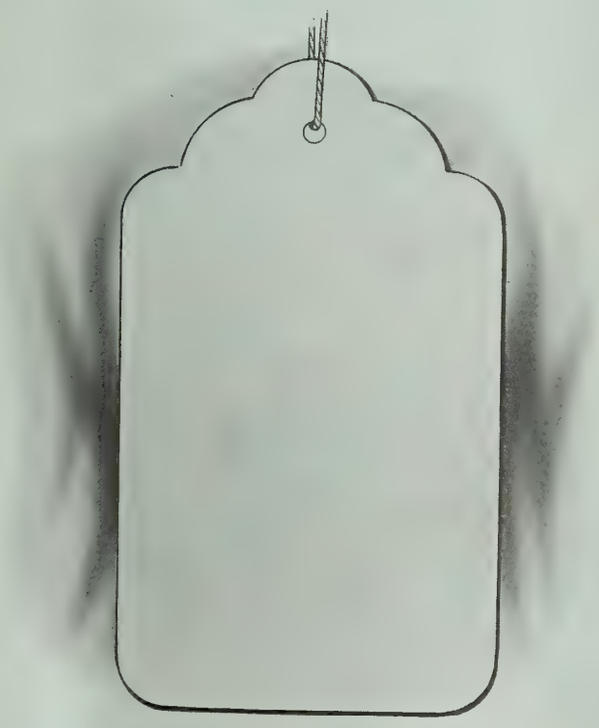


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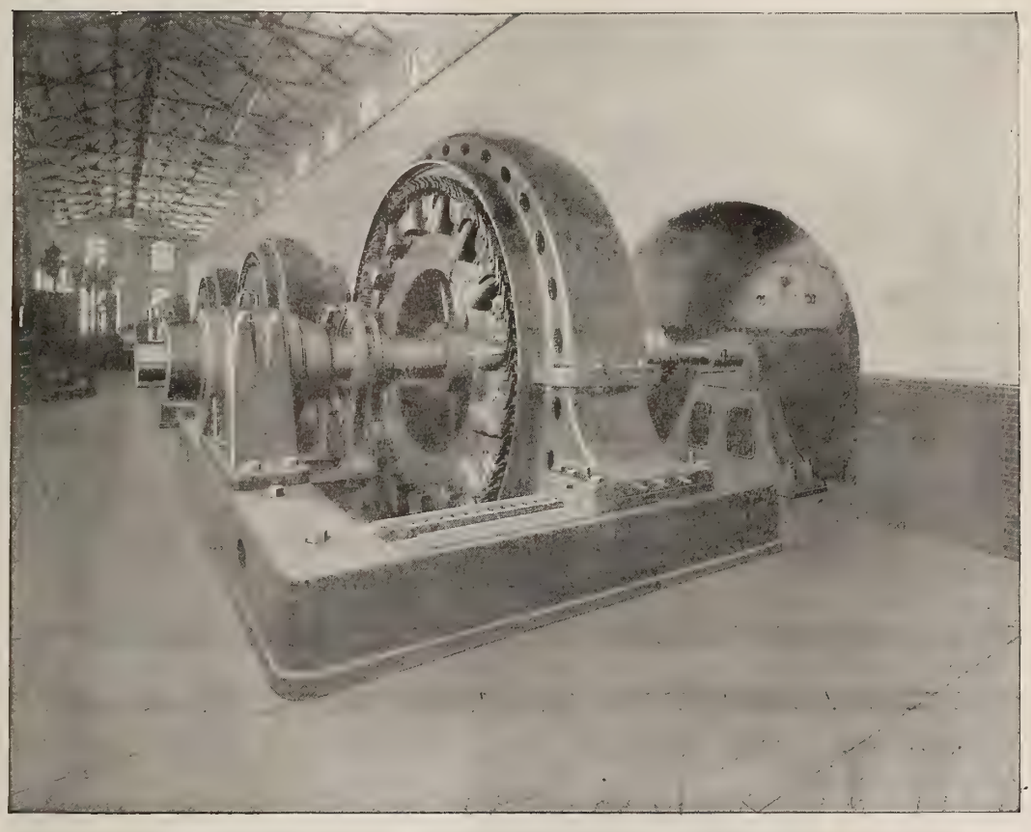
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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, DECEMBER, 1909 | No. 5

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Insurance Papers Mis-state Case.

INSURANCE journals throughout the Dominion for the past few weeks have been giving special prominence to the case of the Nichols & Langworthy Machine Company of Hope Valley, R.I. fire loss, a portion of the insurance upon which was placed in unlicensed companies. Marked copies of journals have been sent to many of our members with the apparent object of suggesting to premium payers that it is a risky thing to place insurance with companies not licensed in Canada and especially with London Lloyd's. The object of this comment upon the subject is to point out to members of this Association that the trouble with the transaction above mentioned was that it was done through unreliable brokers. London Lloyd's have certain rules and methods of doing business. Certain outside insurance men, however, having no connection whatever with them and being entirely ignorant of their methods, trade on the reputation of the big company with occasionally disastrous results. In this latter class the brokers writing the Nichols and Langworthy insurance may be placed.

The Insurance Department of the Canadian Manufacturers Association was formed to give advice upon just such questions as these. It has been consulted many times regarding the reliability of various firms of brokers and has always cheerfully given the advice without charge. There is no occasion for any member being misled on this subject. There are plenty of absolutely reliable brokers and the Department if it is consulted will be only too pleased to tell who they are. INDUSTRIAL CANADA does not wish to champion London Lloyd's, the New England Mutuals, or any other Underwriters of fire insurance; we desire to see insurance placed with Canadian Licensed Companies, all things being equal; but we must protest against journals, published in the interests of the Insurance Companies, trying to frighten the public by an *ex parte* presentation of a particular instance and by an unfair suppression of material facts. In the Nichols and Langworthy case, the Committee of Lloyd's London, have issued a notice stating that the policies obtained by the W. H. Crane Company of No. 49 Victoria Street, the brokers, have been made to resemble "Lloyd's" policies and certificates, but the Underwriters thereupon are not members of, and have no connection whatever with Lloyd's.

Proposed Steamship Line to Australasia.

INTEREST among exporters has been centred during the past month on the proposition recently made for the establishment of a direct steamship line between eastern Canadian ports and Australia and New Zealand. It might be well to state explicitly the stand taken by the Canadian Manufacturers Association on this question as set forth in a resolution adopted at the Winnipeg Convention in 1906, as follows:

"Resolved, that in the opinion of this Association the Dominion Government should be again urged to take steps to establish a line of steamships to operate between eastern Canadian ports and Australia and New Zealand."

The attitude assumed in 1906 has not been changed since. In the opinion of the Association it is highly desirable that a direct line from eastern Canada to Australasia be established forthwith, on such terms and condi-

tions as may seem best to the Government. The interests of all possible exporters and importers must be conserved, however, in any scheme which is adopted. Two conditions are essential to the success of the enterprise, both of which must be provided before a grant of public money is made, first, the steamship line must give as low rates to Australia and New Zealand as are given by the lines running from United States ports; second, it must be equally available for all shippers. The latter point brings up the question of the application made by the Imperial Export Co. for a subsidy. We understand that the Imperial Export Co. are chiefly interested in having a service provided; their own proposition arose not so much from a desire to embark in the carrying business themselves, as to have tonnage from Canadian ports which would not be controlled by certain large and competing export houses of the United States. The United States Steel Products Co., it is generally understood, control the vessels sailing from New York to Australia and the low rates given to the shipments of that company are compensated for by unduly high charges to others. Hence within the last few years new shipping contracts have been entered into at double the previous rates. This is a good argument for the establishment of a direct line from Canada. But the same conditions which make shipping through New York unsatisfactory might arise at any time if the Canadian service were controlled by a trading company. If the company which is operating the boats is also supplying a considerable part of their cargoes, it is conceivable that both in rates and accommodation the outside shipper would be at a disadvantage. Moreover, exporters would object to turning over their manifests to a company which was probably the selling agents of their competitors. We trust that the Government will meet the wishes of the Imperial Export Co. for a direct service from eastern Canada, but that the line shall be operated and controlled by a company whose interests are entirely those of carriers.

Coming Revision of Bank Act.

OUR Bank Act is due for its regular decennial revision during the present session of Parliament. Every tenth year the people, through their representatives in Parliament, look over the course of banking during the preceding decade and apply such checks as experience has shown are needed for the protection of the public. Interest is now centred on the proposal for the establishment of a public audit. The suggestion has a strong advocate in the person of Mr. H. C. McLeod, General Manager of the Bank of Nova Scotia, who for some years has been carrying on an educational campaign towards this end. Mr. McLeod points out that the experience of older countries has all been in favor of external inspection. Countries having in the aggregate eighty per cent of the banking power of the world have adopted the system. Opponents of the idea, and there are many among the best and most conservative of bankers, urge that an external audit must of necessity be inadequate and therefore that it would give to the public a false sense of security. As it is safety depends on the good management of the bank and so good management is a real asset. They point out that the only satisfactory and complete inspection is that which is carried on constantly and under the control of the directors. It must be admitted, however, that the past quarter of a century has done much to discredit the idea that an internal audit will reveal weaknesses in the management. Managers and directorates have in too great a number of cases been able to play fast and loose with the bank's funds, without detection until complete disaster overtook them. On the other hand since the present system of Government inspection was established in the United States bank failures have been reduced to five and one-half per cent. of the whole number.

Protection to Depositors.

AS having a direct bearing on the subject it must be noted that the Savings Bank part of the banking business is no less important than the commercial work. In Canada depositors rank as ordinary creditors, note holders coming first and the Government second, in precedence over depositors. The ordinary depositor in a savings bank is not in a position to judge of the quality of the management. He is usually a man of small means and unacquainted with the devious courses of finance. For the protection of such a one it seems proper that the Government should make ample provision.

That inspection from within is not sufficient to give that protection is maintained by Mr. McLeod in a brochure recently issued. Speaking of its failure to prevent disasters arising from the fraudulence of the general management, he says:

"Where the directors perform their duty they are often deceived by the misrepresentation of the management. The directors and the general management of corporations of all kinds are accustomed to control the voting power at the regular shareholders' meetings; therefore, the suggestion that shareholders may have any audit they want is not a remedy that would be applied generally and effectively. The only reasonable conclusion, in regard to the means to be adopted for the prevention of bank failures, is that the remedy must be by verification of the work of the general management. That remedy can be applied at the head office, where the evidence is available on which the general management prepares the statements furnished to the public. The custom of auditors and examiners of a bank having branches is to examine the inspection reports made by the bank's regular inspectors, as well as to pay special attention to the accounts from any branch having transactions out of the ordinary, in magnitude or otherwise. These methods are practiced in other countries having a branch system, as well as in countries where the branch banking system does not prevail, and the results are salutary."

Mr. McLeod shows his faith in his own contention by establishing a system of external inspection in the bank over which he presides.

Canada's Bumper Crop.

A RECENT statement of Mr. Archibald Blue, Dominion Statistician, presents in a vivid light the strength of our position as an agricultural country. During 1909 Canada produced 168,000,000 bushels of wheat, 355,000,000 bushels of oats and 10,000,000 tons of hay, these three representing the primal food of man and beast. The value of these products aggregated $500,000,000. When it is considered how sparse our population still is and what a large number of our people are engaged in manufacturing and mercantile work, the figures quoted above are nothing short of astounding. For after all the wheat growing provinces of the west are not the only nor the chief producers of agricultural wealth. The eastern provinces, not by exporting grain, but by raising live stock, have maintained their pre-eminence in the value of their farm products. Estimates of the ultimate wheat yield of the western provinces have been made, running up as high as 812,000,000 bushels. Every year, too, shows that the wheat belt is capable of being shoved farther north, so that the estimate of yesterday falls short of the certainty of to-day. What Canada will be when these predictions are fulfilled is an inspiring thought. With the varied and profitable farming of eastern Canada, joined to the equally profitable grain-growing ability of western Canada, the future is assured.

What He Must Do.



U. S. MANUFACTURER: "Looks like if I want to do business with that young woman, I'll have to move across to Canada."

Refuse Export Rates.

AN effort is being made by the Canadian railway companies to strangle the steamship lines in their effort to develop trade between Eastern and Western Canada by way of the Tehuantepec Isthmus. This summer after prolonged negotiations an arrangement was made for a combined service in which Elder Dempster & Co. and The Canada-Mexico Steamship Co. united to give a joint rate from Montreal to Vancouver. The rate was attractive enough for shippers in Montreal and the Maritime ports to use the route in preference to the all-rail route. Not only that but new business was developed, because in some lines the railway rates were so high as to make competition with European manufacturers impossible. For inland shippers there is a special export rate granted on shipments to the port. The railways, however, have refused to grant this in the present case on the technical pretext that business going from Montreal to British Columbia by boat is not export trade. Technically speaking they are right. From a practical standpoint their refusal to grant the export rate is unfair and petty. By the refusal they make the new service valueless to manufacturers in Western Ontario, and they compel them to ship to the extent of their business by the transcontinental lines. What seems to have escaped the railways is the fact that manufacturers' competition is not with others who are subjected to the same restrictions of carriage as themselves, but is with those in England and elsewhere who have unrivalled facilities for transportation. Unless they are granted rates which apply on other export trade, for this is to all intents and purposes export trade, they cannot compete with those more favorably situated. It is understood that Elder Dempster & Co. will appeal to the Board of Railway Commissioners to compel the railways to grant the regular export rates on these shipments. The question is of great importance to manufacturers not located at an ocean port.

The United States and France.

MUCH perturbation has arisen among the commercial interests of the United States over their future trade relations with France. Pursuant with the requirements of the Payne Act notice was served by the United States on all countries with which they had special trade treaties that at the expiration of the time provided for, those treaties should be cancelled. New conventions will

then be negotiated on the basis of the new tariff act with its two schedules. No time notice was specified in the French treaty, so that its cancellation became at once operative. France, then, comes under the new tariff, which on most of the goods imported from that country is twenty per cent. higher than under the McKinley tariff, and after March 31st next, she will be subject to an additional twenty-five per cent. *ad valorem* duty, unless she grants "most favored nation" treatment to the United States. France does not seem inclined to pay such a price for the United States market. The question of what constitutes "most favored nation" treatment has not yet been satisfactorily settled. Does it mean that a nation must grant the lowest rate which it has given to any other country on all goods? Or are the specific schedules contained in special trade treaties beyond the scope of the general term? Heretofore the United States have considered these treaties, such as the one which Canada and France have recently negotiated, as mere bargains in which one grants a concession on one article in return for a similar concession on another, nor have they insisted on getting these special rates on the most favored nation plea. There is reason to believe that they will change their interpretation under the new Act. In this event France, to secure the minimum tariff in the United States, would be compelled to grant concessions of which neither her industries nor her revenues would admit. At present France is the third best market in Europe for United States products. For the eight-month period ending August, 1909, the United States sold to France goods to a value of $59,696,828. During the same period imports from France totalled $78,782,647. From these figures it will be seen that a trade war between the two countries would be of momentous consequences to both. The outcome of the controversy which has broken out will be watched with keen interest on this side of the line. Its settlement one way or the other will have a vital effect on the Franco-Canadian treaty. If the United States get the same concessions as we do, we shall get small profit from the treaty.

French Treaty Passed.

THE French Treaty is an accomplished fact. Whether it will justify the hopes of its friends or the fears of its enemies remains for the future to reveal. Whatever may have been the opinion of individuals in the past as to the advisability of granting special treatment to a dozen nations in return for a preference from one, now that the Convention has been signed there is but one course for all to pursue. Canada must make a determined effort to cultivate the market which has been opened to her. For the fiscal year ending March 31, 1909, our exports to France amounted to $3,176,096. For the same period we bought from her goods to a value of $8,028,806. Apparently French exporters found no great difficulty in overcoming our tariff wall before. The value of the reciprocal arrangement to us will be judged by the increase in our sales to France. The most important item from our standpoint is the preference we get in the case of agricultural implements. At present they are good customers for United States implements. It was reported when the negotiations were first broached, that the International Harvester Co. would, in the event of the adoption of the treaty, supply France from its Canadian plant. Should this line of trade, which represents peculiarly a national industry, receive an impetus through the operation of the new treaty, Canadians will look with favor on it. It rests, however, with individual firms to say whether or not the treaty will be of value. Only to the extent that manufacturers and others get after business and attack the market will the country receive a benefit from the agreement. Our sales should establish new records from now on.

Increase in Code Rate.

AN attempt by the telegraph companies to increase the rates on code messages has been headed off for the time being by the prompt action of the Transportation Department of the Canadian Manufacturers Association. The companies' agents were notified that commencing December first all groups of letters whether pronounceable or not, when said groups are not dictionary words of any of the eight commonly recognized languages, viz., English, French, German, Italian, Spanish, Portuguese, Dutch and Latin, and are not combinations of dictionary words, should in domestic messages be counted at the rate of five letters or fraction of five letters to the word, instead of ten letters as at present. Figures, decimal points and bars of division would be counted each separately as one word. For words of from five to ten letters the rate is increased one hundred per cent. During the last session of Parliament the telegraph companies were placed under the jurisdiction of the Railway Commission and so, as soon as the Board has time to pass on the matter, the tariffs will be approved and will be legalized as in the case of railway rates. As soon as the rule above mentioned was announced the Transportation Department asked the Board of Railway Commissioners to compel the telegraph companies to show cause for the increase. The Board at once forbade the companies to collect tolls under the new rule until the case was disposed of and they set down December twenty-first as the date for hearing argument on the case. Members have been notified of the coming hearing. It is imperative that objections to the new rates be filed by them if the public are to be saved from this new impost.

What is the Remedy?

THE speech from the throne at the opening of Parliament contained an announcement that a measure would be introduced at the present session to make more effective the law against combinations in trade which unduly enhance prices. No suggestion has so far been given of the form the intended act will take. Two means are already provided for checkmating the efforts of unfair combinations; first it is provided in the Customs Act that if,

after a judicial enquiry, it is established that prices have been raised unduly, the Government may by Order-in-Council reduce the tariff on the article in question. Secondly, criminal proceedings may be taken. As a proof that no serious injustice has been done consumers through combinations it might be mentioned that on no occasion has it been found necessary or expedient to reduce the tariff for this cause. However, it never was intended that the tariff should be the means of earning abnormal profits for manufacturers or producers at the expense of the consumers. That is not sound protectionist doctrine. Manufacturers are as much interested in keeping the tariff fair as is any other class. So long as the new act which has been forecasted does not on its part press unduly on industry or limit its operations to such an extent as to affect the cost of production, no exception will be taken to it.

Advertised Canada.

MR. W. O. SEALEY, M.P., of Wentworth County, Ontario, addressed the Canadian Club of Boston recently, and in the development of his subject he handled the Payne Tariff in a refreshing manner. Mr. Sealey was not one bit awed by the majesty of Washington or the tariff makers who dwell therein. The Payne Act was a subject of rejoicing to him; he saw in it nothing but good for Canada. The United States pulp regulations were aimed at compelling Canada to sell her pulp wood without restraint, to the paper-makers across the line. The result was to proclaim to all the world that Canada had an abounding supply of pulp wood, whereas that of the United States was nearing exhaustion. We have become known. Our legislative corridors are swarming with foreigners seeking the privilege of erecting pulp and paper mills on our mighty water powers and in the midst of our limitless forests. This has been the first result of the new tariff. Nor does our national advertising end there. We were prevented from exporting our wheat to the United States, and at once an outcry was heard from the millers of St. Paul; they needed the hard Canadian wheat to mix with their own soft grades, so as to keep up the average. Canada grew harder and better wheat than they and her fame went abroad among all nations. From seventy to a hundred thousand United States farmers entered Western Canada this year. It would be an interesting speculation to figure how many of that number came because of the advertising done by the Payne Act.

Something for Everybody.



SANTA CLAUS: "This is my busy year."

Intercolonial Adopts New Conditions.

SHIPPERS in the Maritime Provinces will be glad to learn that the Intercolonial Railway has adopted the conditions of the new bill-of-lading, recently approved by the Board of Railway Commissioners for use on all railways under its control. Bills are now being printed and distributed to the agents throughout the Intercolonial system. Ever since the order was made for the other roads, the Transportation Department of the Canadian Manufacturers Association has been negotiating with the General Tariff Manager of the Intercolonial, with a view to having the bill of lading made uniform and universal in Canada. It is satisfactory to learn that the Government road has shown a willingness to meet the views of the shipping public in this matter.

Technical Education.

BY the smallest majority recorded during the regime of the present government, the appointment of a Commission to investigate the problem of technical education has been temporarily shelved by Parliament, after a discussion which lasted far into the night, and which revealed an interest in the subject which was most gratifying to the supporters of the movement. Mr. Hugh Guthrie, who has been a consistent sympathizer with the movement, moved the resolution calling upon the Government to appoint a Commission of enquiry, and he was supported by members on both sides of the House. In view of the progress being made by other countries, and particularly by the United States, there must be no further hesitancy in Canada.

CUSTOMS RULINGS

Wire Drawing Plates, used in wire drawing machines, have been declared to be dutiable under tariff item 453, British Preferential rate 15 per cent.; General tariff, 27 1-2 per cent.

Keen's Cement has been declared to be dutiable under tariff item 711, British Preferential rate, 15 per cent.

Caen Stone Cement has been declared to be dutiable under tariff item 711, General Tariff rate, 20 per cent.

Petroleum, Refined, gravity over .8235—not entitled to entry under item 267, but dutiable under item 271, General Tariff rate 2 1-2c. per gallon.

Rotary Kilns, Revolving Roasters, and Furnaces of Metal, designed for roasting ore, mineral, rock or clay. It has been declared that these articles are not entitled to free entry under tariff item 462, on account of their being made in Canada.

Departmental Decisions.

Nickel-plated Tea Kettles. It has been decided that these articles are subject to duty under tariff item 362, British Preferential rate 22 1-2 per cent.; General Tariff rate, 35 per cent.

Oxford Putty Oil. Importations of this article will be allowed entry under the provisions of tariff item 711, General Tariff rate, 20 per cent.

Tanners' Grease, from Sterling Oil Co., Emlenton, Pa., has been ruled to be dutiable under item 224, General Tariff rate 25 per cent. When used in the manufacture of leather a drawback of 99 per cent. of the duty paid will be granted under the provisions of item 1016 of the tariff.

Special Duty Clause. Under the provisions of Section 6 of the Tariff Act, a regulation has been made under which wire rods entitled to free entry under tariff item 471 will be exempt from special duty until 30th June, 1910.

INTERNATIONAL EXHIBITIONS

Buenos Aires, Argentina.—In connection with the exhibition of transportation facilities, which is to be a feature of the centennial celebration of Argentine independence, there will be held an exhibition of hygiene, including medical and dental instruments, pharmaceutical products, hospital, life-saving and fire brigade apparatus, model houses and their appointments, etc.

Turin, Italy.—A world's fair will be held in this city from April to October, 1911, to celebrate the fiftieth anniversary of the proclamation of the kingdom of Italy. It is understood that the exhibition will be carried on on an elaborate scale. Further particulars may be had by applying to this office.

Bergen, Norway.—An exhibition will be held from June 1st to September 15th, 1910, divided into three parts—first, a Home Touring Exhibition; second, a Home Sporting Exhibition, and third, a Domestic Industrial Exhibition.

Mexico, Mexico.—The one hundredth anniversary of Mexican independence will be celebrated next year by a national exhibition, to which foreign manufacturers are invited. It is reported that one quarter of the entire floor space will be allotted to foreign exhibitors.

Brussels, Belgium.—The most important exhibition now under preparation is the Universal and International Exhibition to be held in Brussels beginning April, 1910, and continuing for six months thereafter. It will be held under the patronage of the Minister of Industry and Labor, and will include all the departments usually to be found in a world's fair. The British people are making extensive preparations for their display, the Duke of Norfolk being chairman of a strong committee having the work in charge. Applications for space, etc., should be made to the Commissioner, 34 Rue des XII Apotres, Brussels.

London, Eng.—A Japan-British Exhibition will be held at Shepherd's Bush, London, in 1910. This will be similar to the Franco-British Exhibition which was carried through with great success last year.

Winnipeg, Canada.—Active measures are being taken to ensure the success of the Selkirk Centennial Exhibition in Winnipeg in 1912. Considerable encouragement is being received from other provinces, and it is assured that they will all be creditably represented.

Nanking, China.—The date of the exhibition which is to be held in this city has not been definitely fixed. Mr. H. Goffe, British consul at Nanking, will give advice as to what class of goods should be shown.

NEW PATENTS ISSUED

The following is a list of Canadian patents, granted to Canadians in Canada on October 12, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada; Russel S. Smart, Resident:

121096. W. Johnston, W. Hirons, Winnipeg, Man. Window Sashes.

121139. G. J. Hamacher, New Dundee, Ont. Pedal Operated Vehicles.

121161. E. S. Manny, Montreal, Que. Heating Systems.

121179. W. T. Ross, Vancouver, B.C. Thawing devices for frozen ground.

121193. J. M. Topley, Winnipeg, Man. Flash Signs.

121202. J. W. Wilson, Mildmay, Ont. Baby Tenders.

121205. F. Edwards, London, Ont. Automatic deodorizers and disinfectors, P. J. McEwen and W. A. Mansfield.

121213. R. Cook, Berlin, Ont. Ball Bearings, G. Cook, G. A. Bowman.

121248. A. Bellamy, Fort William, Ont. Grain Car Doors, assigned.

121253. J. T. Hamill, Guelph, Ont. Carriage Springs, Guelph Springs and Axle Co., Limited.

121580. E. H. Meyer, J. Stillesen, Niagara Falls Centre, Ont. Prep. of Nitrogen Compounds.

121583. J. J. Scherrer, A. Joliceur, Montreal, Que. Water Heaters.

121592. T. Broberg, Montreal, Que. Sanitary Attachments.

121603. J. A. Fletcher, Valetta, Ont. Cultivators.

121608. S. B. Goucher, Toronto, Ont. Sectional Smoke flues.

121613. J. Hauser, Chesley, Ont. Wood working shapers.

121632. A. Pelland, Quebec, Que. Car replacers.

121645. C. J. Ruttle, Taylor, Ont. Retainers for milk cans and the like.

121654. C. E. Stewart, Woodstock, Ont. Warm air furnaces.

121658. H. Taylor, Vancouver, B.C. Metal Shears.

121662. W. Wallace, Sydney, N.S. Rail fasteners.

121682. P. Poirier, Matapedia, Que. Rail spikes, P. Poirier, E. Doiron.

121419. R. C. Armstrong, St. Thomas, Ont. Compressed air cistern cleaners.

121420. J. C. Ashe, Montreal, Que. Combined burglar alarms and automatic cameras.

121423. G. H. Baker, Ottawa, Ont. Saw guiding and feeding devices.

121445. N. E. Dell, Cobourg, Ont. Automatic gates for railway crossings.

121450. M. Donaldson, Ottawa, Ont. Snow Plows.

121453. D. Eastman, Toronto, Ont. Metal Tool Handles.

121479. S. C. Matthews, St. John, N.B. Devices for melting and applying sealing wax and the like.

121489. V. W. Nirva, Regina, Sask. Plows.

121490. J. A. Ormiston, Calgary, Alta. Ry. Fish Plates.

121493. J. Peel, Whitby, Ont. Leggings.

121500. B. Ross, Vancouver, B.C. Farm Gates.

121522. P. T. Tyers, Ottawa, Ont. Saw operating devices.

121523. S. S. Underwood, Montreal, Que. Brake Beam Hangers.

121548. W. H. Hulse, Montreal, Que. Typewriting Machines.

121575. C. D. McFarland, Montreal, Que. Processes for Malting.

CAR SUPPLY.

Montreal, Que., November 26th, 1909.

To The Editor "Industrial Canada."

I HAVE read with interest the article in your November issue under the heading of "Car Shortage Imminent," and fully endorse the suggestions regarding the more prompt releasing of cars on the part of the shipping public.

This Bureau, covering as it does the railroads in Canada east of Port Arthur, receiving reports from over 1,600 stations, keeps a record of all cars subject to the Car Service Rules, and I thought that as possibly bearing out more clearly the importance of the suggestions, some figures which I have prepared from the reports received might be of interest to your readers.

During the early stages of our organization the delays on the part of both the railways and consignees were abnormal, and our efforts have been directed to minimize these delays, firstly by calling on the railways for an explanation of all delays for which the carriers appear to be responsible, and secondly by endeavoring to enforce the rules and the collection of demurrage from all shippers and consignees who failed to release the cars within the time authorized.

This Bureau was organized in August, 1905, the new rules became effective in March, 1906, and the statement has been made for the year ending September, 1909, as compared with the year ending September, 1908, that is allowing over a year and a half after the rules came into force for the carriers and shipping public to become familiar with the new regulations, with the following results:

Year	Total Cars Rept.	Railway Ave. Det.	Railway Days Det.	Consignees Ave. Det.	Consignees Days Det.	Total Ave. Det.
1907-08	1160063	.41	479419	1.75	2028279	2.16
1908-09	1213560	.37	444631	1.78	2162834	2.15
Decrease		.04	34788			.01
Increase	53497			.03	134555	

You will note from these figures that while the railway average detention, that is the time consumed in advising the consignee of the arrival of his cars and the time consumed in placing the cars after being ordered placed for unloading, has been reduced by .04 days, thus giving an increased car efficiency of 48,542 car days, the increased average delay chargeable to the shippers and consignees of .03 days reduces the car efficiency by 36,406 car days, giving the net result of an increased car efficiency of .01, or 12,135 car days, or a little over one thousand car days per month for the year ending September, 1909.

I would also state that notwithstanding that the average delay chargeable to the shippers and consignees has increased .03 days, the total car demurrage assessed has decreased by $57,838.00, or nearly $5,000.00 per month. These figures seem to prove the importance of the suggestions contained in the article referred to, and if the shipping public had reduced the average detention in the same proportion as the railways, the car efficiency would have been increased for the year ending September, 1909, over the year ending September, 1908, by nearly one hundred thousand car days, or an average of about eight thousand car days per month in the territory covered by this Bureau.

The rules under which we are operating make an allowance of free time of forty-eight hours on all commodities for loading and unloading with the exception of lumber, viz., boards, deals and scantlings, and for unloading coal, coke and lime in bulk which have seventy-two hours. Five days free time is allowed at Montreal and tide water ports for unloading lumber and hay for export; twenty-four hours after notice of arrival is allowed for paying charges and ordering cars for special placing; twenty-four hours additional time is allowed for clearance of customs where the destination is a port of entry, and forty-eight hours additional where the destination is not a port of entry. No car demurrage is charged for Sundays or legal holidays; allowance is made for wet or inclement weather according to local conditions rendering loading or unloading impracticable, also for interruptions or bunching for which the railways are responsible.

There is no question but that the shipping public can materially assist the carriers in providing better transportation facilities by releasing cars promptly and not holding them for the full limit of free time permitted under the rules. Instances have been brought to our attention where cars, especially refrigerator cars, have been deliberately held under load by consignees, who willingly pay the penalty imposed, thus depriving of its car the railway company who should have the revenue from it, and the shippers who possibly require the car for a perishable shipment. I would recommend to the shipping public the four "Dont's" contained in your last month's article.

J. E. Duval,
Mgr. Can. Car Service Bureau.

A BUILDER'S GUIDE.

"Specification Data" is the name of a new publication which contains a number of features of a new and interesting nature. As its name suggests, it is a book for architects and builders, containing the most up-to-date specifications for all kinds of buildings, with advertisements of dealers in the various lines of material called for in construction work. The most striking feature of the work is that it is made up on the loose leaf system, thus admitting of frequent revisions. It is intended that the forms of contract, advertisements, etc., shall be changed every six months. The book has been placed in the hands of the architects and builders of Canada.

It is reported that the General Electric Company of Schenectady, N.Y., will operate a mica factory at Carleton Place, Ont.

PROPOSED AMENDMENTS TO ONTARIO ASSESSMENT ACT

Memorandum Setting Forth the Objections of the Canadian Manufacturers Association to the Present Assessment Act of Ontario as Presented to the Special Committee of the Legislature, Appointed to Consider Amendments. Urge Reduction of Percentage for Business Tax. Object to Delivery of Tax Notices. Inequality of Income Tax.

The Honorable the Chairman and Members of the Assessment Committee of the Ontario Legislature, Toronto.

SIRS:—

On behalf of the Parliamentary Committee of the Canadian Manufacturers Association, an organization representing some 1,400 manufacturing establishments throughout the Province of Ontario, the undersigned beg leave to lay before you certain suggestions regarding the Ontario Assessment Act, upon which they are anxious that some action should be taken.

Prior to the preparation of this statement we were careful to consult every Ontario member of the Association. The opinions expressed were necessarily very diverse, embracing a great many features of the Act, but we are offering for your consideration to-day only those views which seem to be supported by the majority of our members.

Importance of Maunfacturing Industries to the Municipality.

Before addressing ourselves to the question proper, we desire to emphasize very briefly the importance of manufacturing industries to a community. Unlike men in other lines of business the manufacturer produces for distribution outside his municipality. In the course of this production he is a more or less extensive employer of labor. His pay roll is the means of keeping large quantities of money in circulation, to the benefit of retailers, professional men, and of the community in general. The success and permanence of his business depends upon his being able at all times to meet outside competition. In this respect he differs from the retailer whose competition is practically all at home. The manufacturer is frequently called upon to meet competition from one who is taxed on a very much lower basis than himself. We wish to emphasize this point, not from any desire to enable the manufacturer to escape his proper responsibilities, but simply that your Committee may at all times realize the desirability of so framing the law that it will not bear too heavily on him.

Competition Among Municipalities for Manufacturing Establishments.

The value of manufacturing industries to a community is clearly shown by the keen competition which exists among municipalities to induce manufacturers to locate in their midst. The fact that so many exemptions and tax agreements are made by municipalities in favor of incoming manufacturers point to one of two conclusions, either that the ordinary rate of taxation on manufacturing industries is too high, or else that the benefits accruing to the municipality from the establishment of the desired industry are such as to fully compensate it for any concessions it may make in the matter of taxation.

The Act of 1904.

When the Legislature was considering the measure which finally became law in 1904, the Canadian Manufacturers Association placed itself on record as endorsing the proposal to substitute a business tax based on realty assessment for the personalty tax. After an experience of five years our Association is still of the opinion that the change has been a desirable one; not that the present Act is perfect, by any means, but it has gone a long way towards overcoming many of the difficulties and inequalities to which the old Act gave rise.

When the present measure was under consideration it was impossible either for the Legislature or for the manufacturers or for any other interest to foresee all of its little inconsistencies, but the Act has now been in operation long enough to bring these to light, and it is in the belief that your Committee desire, as far as possible, to equalize conditions, and to distribute the burden fairly and equitably, that we place the following suggestions before you.

The Business Tax.

Our first criticism has to do with the business tax, which so far as manufacturers are concerned is computed on the basis of sixty per cent. of the realty assessment. It will be recalled that the Bill of 1904, as originally drafted, placed the business tax for manufacturers on a fifty per cent. basis. It was subsequently raised to sixty per cent., following a decision of the Committee to exempt machinery, the idea apparently being that what the municipality would lose in one way from manufacturers it must make up in another.

Such an increase might have been justifiable had it been a fact that municipalities were going to find themselves embarrassed by the loss of taxes which machinery might have yielded. As a matter of fact, by special arrangement, machinery was exempted in many municipalities, even under the old Act, and while we cannot be absolutely certain, we are under the impression that when the Assessment Commission recommended a business tax on manufacturers computed on the basis of fifty per cent of the realty assessment they estimated that this in the aggregate would yield from manufacturers an amount equal to everything they were paying under the old Act on personalty.

Grades of Manufacturing.

Leaving the exemption of machinery out of consideration, a business tax of sixty per cent. on manufacturers may be quite justifiable in certain cases. As a maximum for manufacturers it might not be open to serious objection. But just as it has been recognized that for the purpose of the business assessment it has been necessary to grade different kinds of trade all the way from retailers at 25 per cent. to distillers at 150 per cent., so is it also necessary to recognize that within the general class called manufacturers there are grades of business which might well call for varying grades of taxation.

This arises from the nature of the articles manufactured. In some establishments the goods made are compact and valuable, so that small premises may yield a very large turn-over. In other establishments the article manufactured is light, bulky and cheap, requiring roomy premises, yet the aggregate turn-over may be comparatively small. This is best illustrated

by a comparison of the business of a manufacturing jeweller with a manufacturer of paper boxes.

Again, in some lines the material used remains for a long time in the process of manufacture. Contracts for material have to be made a long time ahead, and large stocks of it have to be carried on the premises, particularly where wood has to be seasoned. In contrast to businesses of this nature there are those whose raw material will go through the factory in a day, so that the manufacturer can commence to realize on it almost at once. This may be illustrated by comparing the manufacturer of pianos or locomotives with, say, the manufacturer of biscuits.

Again, some industries operate steadily all the year round, while others, such as lumber mills, furriers' factories, etc., are closed or practically closed for a considerable portion of the year, leaving the plant unproductive.

In some lines of manufacture, where a high grade article is made, the margin of profit is fairly substantial and competition limited; in other lines the product under the most favorable circumstances will not bear anything like as large a margin of profit, while competition is frequently so keen that the margin of profit is almost wiped out.

To group into one class manufacturers whose businesses are carried on under such varying circumstances, and to levy on all alike a business tax computed on the basis of sixty per cent. of the realty assessment, is bound to work injustice in many cases.

The Manufacturer vs. The Retailer and the Jobber.

When the business tax on the manufacturer is compared with the business tax on the retailer and the jobber it is seen that the differential is by no means proportionate.

The retailer pays his business tax on twenty-five per cent. of the realty assessment as against the manufacturer's sixty per cent. His margin of profit is seldom less that twenty-five per cent., whereas the manufacturer's margin of profit is seldom more than ten per cent. His stock is turned over anywhere from five to twenty-five times in the course of the year, while many a manufacturer does not turn over his stock more than twice in the year.

The jobber pays a business tax on seventy-five per cent. of his realty assessment as against the manufacturer's sixty per cent. He is able to utilize practically all his space for piling up stock, whereas the manufacturer must leave plenty of room for light and ventilation, and for his employees to move about. His aggregate turn-over in the year is very much larger in proportion to the capital employed than is the aggregate turn-over of the manufacturer. Frequently, too, the jobber is an importer, the sale of whose goods displaces Canadian labor.

The above seems to indicate that the business tax levied against the manufacturer is disproportionate to the tax levied against the retailer on the one hand and the jobber on the other. We do not wish the inference to be drawn that we regard the jobber's or the retailer's tax as too low, but we do maintain that in proportion to the rate of business tax levied against these two interests, the business tax levied against the manufacturer is too high.

Objections.

As against this the question naturally suggests itself, "Is not the business of the manufacturer large enough and profitable enough to stand it?" In this connection it should not be forgotten that a great many manufacturers find it necessary, for the sale of their goods in municipalities other than the one in which they reside, to maintain branches or show rooms, and in the municipalities where these are situated they are required to pay taxes in addition to what they pay at their chief place of business. Then, too, every manufacturing concern necessarily has a large amount of money tied up in machinery, in stock that is in process of manufacture, and in other things which cannot readily be turned into money, and for this reason it seems hard to subject him to a business tax so much heavier than that of the retailer whose stock is always regarded as a liquid asset.

The Ontario Manufacturer and Outside Competition.

A comparison of the position of the Ontario manufacturer with, say, a competitor in Montreal, shows that in this Province the manufacturer is somewhat seriously handicapped. The Montreal manufacturer pays fourteen mills on the dollar on the assessed value of his land and buildings, together with a business tax of seven and a half per cent. on the assessed rental value. On land and buildings valued at $25,000, whose rental value is, say, eight per cent., he pays a realty tax of $350, and a business tax of $150, or a total of $500, whereas a Toronto manufacturer occupying similar premises would pay twenty mills on the dollar, a realty tax of $500, and a business tax of $300, or $800 altogether, leaving a difference in favor of the Montreal manufacturer of $300.

As illustrating the difference in the rate of taxation paid by an Ontario manufacturer and a Detroit manufacturer we beg to quote the following extract from a letter received from one of our members in the town of Windsor:

"We might state, however, that we consider sixty per cent. business assessment entirely too high. We base our judgment in comparison with our investment in Detroit. We have a factory there of same value as we have here, and our assessment, or our taxes in Windsor, will run in the neighborhood of forty per cent. higher than on our Detroit plant. This together with several other items which enter into the manufacture of our goods makes the cost of production much higher here than at our Detroit factory."

Increased Taxes Under the New Act.

That the new Act has added largely to the manufacturer's burden is clearly evidenced by the information submitted to our Association by members in various parts of the Province. The following examples taken at random from scores of letters sent to us are illuminating:

Location of Factory.	Personalty Tax, 1905.	Business Tax, 1906.
Toronto	$57 00	$169 55
"	277 31	345 88
"	1,138 45	1,233 36
"	98 00	310 00
"	798 00	1,242 00
"	171 00	265 29
"	200 00	512 00
"	193 00	485 00
London	160 00	288 00
Hamilton	4,490 00	4,827 00
"	140 00	160 00
"	83 29	160 12
Collingwood	50 00	213 24
Ottawa	5,175 00	7,379 88
Peterboro	400 00	720 00
"	200 00	415 40
Berlin	60 00	176 00

Others have simply given us figures showing the amount by which the business tax for 1906 exceeded the personalty tax for 1906. One in London was $434; one in Stratford, $337.50; one in Gananoque, $322.38; one in Brantford, $342; one in Ingersoll, $400; one in Toronto, $1,600. The examples quoted are not accountable for by any increase in the realty assessment, or by any increase in the rate of taxation which would materially affect the case. Upon these points we have made

careful enquiry, and are assured that the increase has been due solely to the substitution of the business tax for the personalty tax.

It is, no doubt, true that to some extent these increases can be offset by instances where manufacturers' taxes have been reduced, but so far as we have been able to ascertain there have been about three increases for every decrease, and we venture to predict that if your Committee would cause enquiries to be made through town clerks in the principal industrial centres throughout Ontario you would establish the fact beyond doubt that the substitution of the business tax for the personalty tax has added very largely to the manufacturers' tax bill.

As previously stated we have no desire as an Association to encourage manufacturers to shirk their proper responsibilities. We want to see every manufacturer bear his fair share of the burden. But we do feel that in many cases the conditions of his business do not justify a business tax of more than forty per cent. of the realty assessment. If your Committee had time at its disposal to go carefully into the matter and grade manufacturers for the purpose of the business tax from forty to sixty per cent. we believe that many of the inequalities under the present Act could be removed. Should this be impracticable, however, we sincerely trust that you will see your way clear to place all manufacturers on an even basis of fifty per cent., as representing a fair average between the rate now prevailing and the rate which many of them should not be asked to exceed.

Act Discourages Improvements.

While on this subject we desire to state that the Act as at present framed discourages the erection of substantial and attractive buildings. To tax improvements as realty is one thing and possibly quite justifiable, but to take these improvements into account when fixing the business tax is quite another thing, and in our opinion unjustifiable. Many a manufacturer is to-day occupying premises which, to say the least, are no credit to himself or to his town, for no other reason than that he knows his business is going to be unduly burdened by taxes if he erects buildings of the kind he would prefer to occupy. This condition did not obtain so much under the old personalty assessment, for a manufacturer's personalty tax need not necessarily be any larger in a $50,000 building than in a $5,000 building. As it stands at present, however, every $100 added to the realty assessment means $60 added to the business assessment, so that naturally a manufacturer hesitates a long time before putting up a creditable looking structure which will not only be pleasing to the eye, but which will minister to the safety, comfort and health of his employees, and help to make their lot a happier one.

Just here, too, it might be stated that the inducement is ever present with the manufacturer to improve his premises by making them more substantial, more light and airy, cleaner, and better protected, by the promise of lower rates of insurance, but unfortunately this inducement to improve is almost, if not altogether, nullified by the certainty of an increase in the business tax.

The following are extracts from letters sent us by members who have called attention to this particular weakness of the Act:

(From a Toronto firm).—"The new Assessment Act has been the means of very largely increasing our taxes. We have a fine factory building 100 x 250 feet, five floors, and previous to the new Assessment Act coming into force, we occupied all of the building ourselves, and were very proud of the amount of space we were enabled to allow for each of our employees; our workrooms then were exceptionally large for the number of hands employed, so giving each employee a great deal of air space. Our building was undoubtedly exceptionally large and roomy in proportion to the number of employees, but we prided ourselves on making our employees comfortable, and the large building enabled us to do so.

Under the old Assessment Act, our personalty tax was reasonable in proportion to capital invested; but under the new Act (as we were assessed a business tax of sixty per cent. of the value of our lands and building) our Business Tax Assessment for the first year was over $40,000 more than the old Personalty Assessment; with the result that we have reduced the space allowed to each of our departments, and have rented two floors of our building, which has reduced our Business Tax, but still leaves it about $15,000 higher than our old Personalty Tax."

(From a firm in Western Ontario).—"We must enter our protest against the method of assessment. The present method positively puts a premium upon those concerns which do business in a tumble-down shack of any kind, while the progressive manufacturer, who has his buildings up-to-date with modern equipment, and who improves his surroundings, is made to pay for same. Right in our own town, we have an illustration of two firms in similar lines of business. The firm doing the largest business are located in a frame store, which is really a veritable fire-trap, and yet their assessment is lower than that of the other firm, who are doing a smaller business, but who are located in a brick store."

The reduction of the manufacturer's business assessment from sixty to fifty per cent. would to some small extent relieve this difficulty, though in the end it might be found desirable to empower municipalities to tax improvements only as much as might be necessary to raise a revenue sufficient to their needs.

Taxing Salaries.

The next feature of the Act which we would like to have amended is Clause 10, Subsection 7, which renders officers of incorporated companies doing a mercantile or manufacturing business subject to income tax on their salaries.

Out of a total membership of 1,400 in the Province of Ontario, nearly 900 of our manufacturers conduct their business in the form of a joint stock company. Their object in doing so is not so much to limit their individual liability as it is to give their business stability and permanence. So long as a manufacturer carries on his business in his own name or in the name of a company or partnership, the custom is for him to draw sufficient money out of the business from time to time to meet his living expenses, and at the end of the year to apportion the profits with his partners, making allowance, of course, for the amounts so drawn, and for what his services were deemed to be worth as Manager or in whatever other capacity he worked. Under such a system he pays no income tax. The moment, however, that he and his partners turn their business into a joint stock company and allow themselves to take salaries for their respective services, their salaries become subject to income tax. In the vast majority of cases the incorporated company doing a manufacturing business is, strictly speaking, not a public corporation. Its list of shareholders is very limited, the control being kept by the founder of the business, and perhaps one or two associates. For the privilege of conducting their business as an incorporated company they pay license fees to the Government, and there seems no reason why they should be subjected to further taxes.

It is recognized, of course, that were Clause 10, Subsection 7, of the Act to be amended so as to render all such salaries exempt from income tax, advantage might occasionally be taken of it by subordinate officers to whom a share or two of stock has been given to enable them to qualify as directors. Such officers and minor shareholders, whose interest in the business is very limited, and who for that reason cannot be

regarded as heavy taxpayers in the sense that the controllers of the stock are, have very little right to claim exemption from the income tax. This necessitates the fixing of some amount or some percentage of stock, the holding of which would render an officer's salary exempt, and in asking that all officers whose holdings amount to ten per cent. of the stock or over be declared exempt from the income tax on their salaries, we feel that we are only asking what is fair and reasonable.

This species of double taxation has been almost universally protested against by manufacturers throughout the Province, two of whom write us as follows:

"The stock of our company was originally practically all held by three people, excepting a small amount, sufficient to qualify, given to A. There have been a few other transactions of the stock whereby other members of Mr. A.'s and my families, as well as Mr. B.'s have become stockholders, yet to to all intents and purposes the ownership of the company lies, as at the beginning, amongst the three partners, Mr. A., Mr. B., and myself. Mr. B. takes no active interest in the business, Mr. A. is President, and I am Managing Director, and although we are owners of practically two-thirds of the stock of the company and bear two-thirds of its taxes, yet we are assessed and have to pay taxes upon the salaries which we draw as officers of the said company."

The second writes:

"Personally I am not drawing any more salary than I did before I put the concern into a company, and I may say that practically I am the company still, but as the law now is, I have to pay on my salary as well as what the business has to pay, and I certainly claim that this is not as it should be."

With the earnest hope that these recommendations will find favor with your Committee, we are,

Yours faithfully,

CANADIAN MANUFACTURERS ASSOCIATION.
G. M. MURRAY,
Secretary.

J. O. THORN,
Chairman Parliamentary Committee.

TORONTO, November 24, 1909.

CANADA'S CANAL PROJECTS

The Cheap Transportation of Western Wheat to the Markets of Europe is Occupying the Attention of Farmers, Business Men and Statesmen. Three Projects for Diverting the Flow of Grain from Canadian Channels. Rival Canadian Schemes.

BEFORE long the Canadian Government will be called upon to adopt one of two rival canal schemes for joining the upper lakes with the lower St. Lawrence. For years there has been a strong advocacy of a canal from Georgian Bay to Montreal by way of the French and Ottawa Rivers. Of late there has developed an equally aggressive agitation in favor of a deeper Welland Canal, as a means to accomplish the same end. The interest which has been developed in the two projects is an index of the importance of transportation in the country's activities.

While some of this interest may be attributable to the desire of certain localities on the routes to profit directly by the work, there is a much bigger question than any local advantages at stake. Five plans are before the public of this continent at the present time aiming at the cheap marketing of the grain, not only of Western Canada, but of the Western States as well. Of these one consists in the expenditure of $157,000,000 in providing a fourteen foot waterway by way of the Mississippi to the Gulf of Mexico; the second is the Erie Canal which is now being deepened to twelve feet, making a barge canal from Buffalo to New York; third, a suggested twenty-one foot canal from Oswego, at the foot of Lake Ontario to the Hudson River, and thence to New York; fourth, a new Welland Canal to permit the biggest upper lake boats to pass down to Prescott without breaking bulk; fifth, a twenty-one foot canal via the French and Ottawa Rivers.

Where We Are Affected.

In every one of these various schemes Canada has a great interest. Her interest is two-fold, first in getting her grain transported to the European market at the minimum cost; second, in building up her own trade routes and ports and in keeping business moving east and west within her own borders. The proposed Mississippi route has been condemned by Government engineers, not as being practically impossible, but as being economically disadvantageous. The initial cost would be great, the silt is heavy and would require constant dredging; the terminus, the Gulf, is much farther from Europe than New York or Montreal, and the heat engendered in the journey south would militate against the quality of the grain carried. For these reasons, it is scarcely probable that the Mississippi will figure strongly in the wheat exports of the future. The Erie Canal on the other hand has for years diverted a great quantity of export grain to New York. Upper lake vessels were compelled to discharge their cargoes at the foot of Lake Erie, and the barge canal, even with all its shallowness, made Buffalo and New York big grain shipping centres. The improvement in the Canadian canals turned the attention of New York State to the inadequacy of their shipway, with the result that $101,000,000 was appropriated, and is now being spent in increasing the depth to twelve feet, by which means it is hoped to regain for New York, the pre-eminence in grain shipments which has passed during recent years to Montreal.

A Rival Deep Waterway Scheme.

The third United States enterprise is still somewhat visionary. Years ago the Government at Washington had surveys made for a system which would consist of a canal between Lake Erie and Lake Ontario, and a canalization of the rivers from Oswego to the Hudson, making a complete waterway of twenty-one feet in depth. The cost was reckoned at $198,000,000, of which sum $42,500,000 was for the section joining Erie and Ontario. If, however, Canada built a twenty-one foot Welland Canal, the United States would be saved that sum, as by the Treaty of Washington such a canal would be open to both countries on equal terms.

In advocating this canal system the Superintendent of

Public Works for New York State, in his report to the State Legislature, after discussing the feasibility of the scheme, says:

Might Head Canada Off.

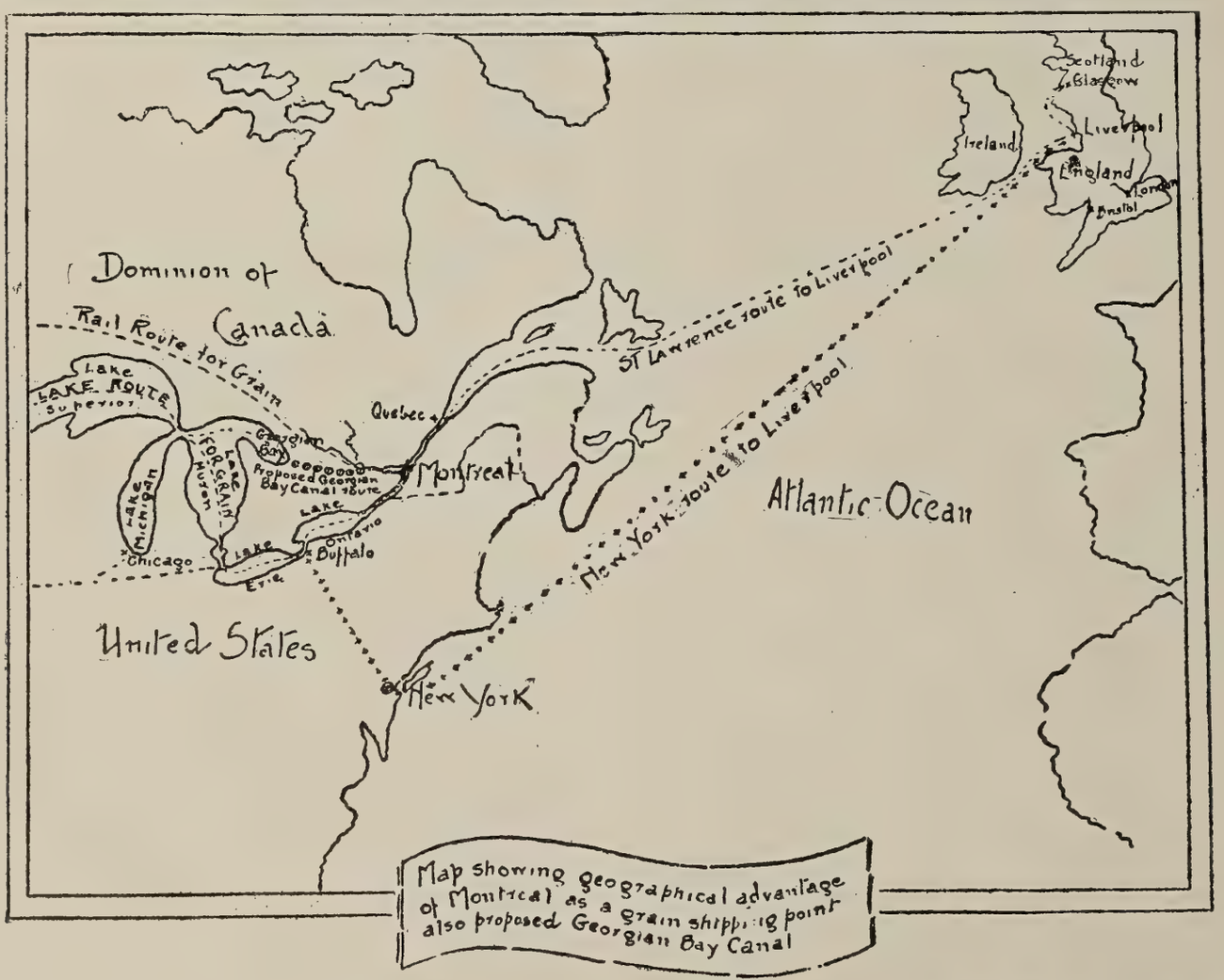
"If this plan could be brought to fruition, it is my belief that not only would New York State be in a commanding position so far as commercial shipments go in the event of the completion by the Dominion Government of the Ottawa-Georgian Bay Canal, but it is not impossible that if the construction of the ship canal across New York State were authorized in the near future, the construction of the Ottawa-Georgian Bay Canal would be abandoned altogether for the time being. The net result to the State would be a twenty-one foot canal from the Hudson River to Lake Ontario instead of a twelve foot canal, a completion at an earlier date than may be hoped for in the case of the Barge Canal as now planned, and finally a solution of the water traffic problem as far as New York is concerned for all time to come."

Still it is not to be expected that New York State will give up the Erie Canal, on which it has been spending a large sum of money, to take up an alternative scheme. For years to come Canada's rival waterway will be the twelve foot canal from Buffalo.

Two Canadian Projects.

To glance for a moment at our own waterway systems, we find strong support given to the two projects. A few months ago the Government report on the Georgian Bay route was issued, giving data on which the feasibility and cost of the project were based. One hundred millions was the estimated cost. In 1894 a charter was granted to the Montreal, Ottawa, and Georgian Bay Canal Company, an English company, for the construction of the canal. The Government, however, has reserved the right to expropriate the company. This company, at whose head is Sir Robert Perks, has offered to construct the work if the Government will guarantee the interest on its bonds, in consideration whereof it will submit to Government regulation of rates. But public ownership sentiment is so strong as to make this scarcely a possible solution. When the canal is built it will be built as a public work.

From Fort William to Montreal the Georgian Bay canal route is 362 miles shorter than via the lower lakes. About two days would be saved under present conditions, though this saving would probably be largely eliminated if the Welland Canal were deepened to twenty-one feet. The *Engineering News*, discussing the route some years ago, said: "From an engineering standpoint, disregarding for the moment political boundaries, there can be no doubt that the Ottawa route is by far the best for a deep waterway from the Upper Lakes to the sea. So far as export traffic from the north-west to Europe is concerned, it offers by far the best possible route."



Map showing geographical advantage of Montreal as a grain shipping point also proposed Georgian Bay Canal

On the other hand there is a strong body of opinion favoring a new and deeper Welland Canal. On its behalf is urged the much cheaper cost, the longer stretches of open water on which boats can develop high speed, the greater local traffic from which the other waterway would be debarred, the west-bound freight developing on the upper lakes, such as coal, etc. No judgment can be formed of the Government's attitude towards the two schemes as at various times each has been the subject of commendation. In the course of time, no doubt, both will be constructed. The question is, which will be first?

THE RETURN OF PROSPERITY

The Strength of Canada's Industrial Position is Celebrated at a Banquet given by the Montreal Branch of the C. M. A. Gathering Notable by the Presence of Men in the Political, Industrial and Railway World. Discussion of Important Problems.

THE annual dinner of the Montreal Branch of the Canadian Manufacturers Association, held at the Windsor Hotel, Thursday, December 2nd, proved one of the most enjoyable and successful functions of the kind yet held. The occasion was marked by the presence of speakers representative of the Dominion and Provincial parliaments, the railroad interests, the world of arts and letters, while it might be said that manufacturing was there in person.

The new red dining-room of the Windsor was the scene of a rather notable gathering, for not only were practically all the leading manufacturing establishments of the Canadian metropolis represented, but there were also present nearly half a hundred manufacturers from Toronto and the other industrial centres of Canada, who had been in attendance at the meeting of the Executive Council held during the afternoon.

An excellent dinner, well served, paved the way for a series of speeches, on the whole thoughtful, at times eloquent, and always breathing a spirit of healthful optimism and dominant Canadianism. The patriotic note whenever sounded brought forth a hearty response as noticeable as the fervor with which the guests English-speaking and French-speaking alike joined their voices to swell the refrain to O Canada and Rule Britannia.

Presiding over the head table was Mr. Wm. Cauldwell, Chairman of the Montreal Branch, and with him were the Honorable L. P. Brodeur, Minister of Marine and Fisheries; R. L. Borden, M.P.; Sir Thomas Shaughnessy; Hon. C. R. Devlin; Prof. Stephen Leacock; Ald. L. A. Lapointe, representing the City of Montreal; Farquhar Robertson, Montreal Board of Trade; Isaie Prefontaine, Chambre de Commerce; S. J. Mathewson, Dominion Commercial Travellers' Association; L. E. Geoffrion, Board of Harbor Commissioners; John Hendry, President of the Association; W. H. Rowley, Vice-President of the Association; C. C. Ballantyne; Hon. J. D. Rolland; Ald. Sadler and J. J. McGill.

Telegrams of regret at absence were read from Hon. W. S. Fielding, Hon. Richard McBride, Senator Dandurand, Messrs. J. R. Booth, E. J. Chamberlain, P. Burns, and others.

The health of the King was proposed by the Chairman, Mr. Cauldwell, who in so doing took occasion to offer a few introductory remarks of welcome to the guests of the evening, and to remind the parliamentarians of the Association's stand in favor of made-in-Canada goods.

In offering the toast, "Our Dominion," Mr. John Hendry, President of the Association, referred to Canada as an empire within an empire. It was, he said, the country with the greatest possibilities and resources in the Western hemisphere. These resources were just on the eve of being developed and he predicted that the next ten years would see greater progress than had seen the last fifty. Coupled with this toast were the names of the Hon. L. P. Brodeur and Mr. R. L. Borden, M.P.

The Minister of Marine and Fisheries opened his remarks by regretting that there were not in parliament more business men of the type he saw before him. However, the manufacturers were doing a great work in building up Canada, while the government on its side was endeavoring to do its part. But much remained to be done. He believed we were on the eve of great national developments. At one time Canada's ship-building trade was one of the largest in the world. That was when lumber was used for ship-building. When steel came into use for this purpose our industry had declined, but now that our iron and steel industries had been so developed, he hoped that we would again take our place in the world as a ship-building nation. A splendid opportunity for this would be given by the coming establishment of the Canadian naval service. A Canadian navy would be built very soon. Why should it not be built in this country? Perhaps within a few months they would be called upon to demonstrate what could be done in this respect. He hoped when the time came that men with energy and capital would be found who would unite with the government and the opposition and the whole country to build these ships in this country.

At the last session of parliament a resolution had been



HON. L. P. BRODEUR
Minister Marine and Fisheries

passed, providing for the creation of a Canadian naval service; expressing the idea that periodical contributions were not in accord with our constitutional situation, but that in case of emergency Canada would be prepared to make any sacrifice to maintain the honor and integrity of the empire.

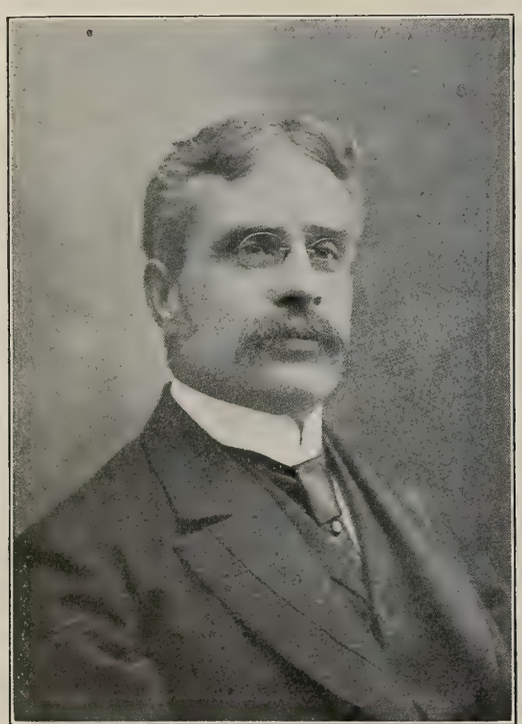
In reply to the criticism that parliament should first have consulted the people, he urged that the first duty of parliament was the defence of our country, and the protection of our trade. It was a slur on the people to say that parliament had not voiced their views. This question was not new. At the Defence Conference, in 1902, and again at the Conference in 1907 our representatives had declared themselves ready not only to protect our trade and defend our coasts, but to help defend, if need be, the whole empire.

Some had suggested that we do nothing, as Great Britain had been defending us in the past why not let her go on. Such a suggestion was not worthy the Canadian name. We

had reached a stage when we should take up our duties of defence.

Referring to what other countries were doing, the Minister instanced Chili, with a population of 3,400,000 and 11 warships and cruisers, Argentine Republic, a country similar to ours, with a population of 6,000,000 and 17 warships. Brazil has 19 ships, Norway 10 ships, Sweden 19 ships. He was sure that in organizing the Canadian naval service parliament was voicing the views of the people.

He asked his hearers to consider what would be the position of Canada if we ceased to be under the protection of the British flag. It would mean a very serious condition of affairs for Canada. He repudiated the idea that the province of Quebec would not be prepared to do her share in our duty toward the British Empire. As a French-Canadian he declared that if an emergency arose, the French-Canadians would be the first to do their share. During the century they had been under the British flag, their rights, their privileges, their institutions had been protected, nor for one moment could they



MR. R. L. BORDEN
Leader of the Opposition, Ottawa

expect to enjoy the same rights, privileges and freedom under any other country, as for instance Germany, or the United States.

He was sure that when we came to discuss this question before the people, there would be one people only, one cry only, and if ever the need arose among those who would be ready to devote their energy, to shed their blood even for the defence of the empire, would be the French-Canadians. It was the duty not only of the French-Canadians, but of all Canadians. It was our duty to defend our coasts, it was our duty to protect our trade, but our duty was more than that. It was our duty, our bounden duty, as Canadians, to participate in any war in which the empire or the honor and integrity of the empire might be assailed.

Mr. R. L. Borden, smilingly congratulated his friend "Admiral" Brodeur on his speech which he observed left little to be added. He especially concurred with Mr. Brodeur's remarks as to the advisability of a better representation of the manufacturing interests in Parliament, which needed the assistance of all the better interests of the country.

Discussing the tariff, Mr. Borden heartily agreed with a suggestion made a year ago by Sir Thomas Shaughnessy as to the advisability of the creation of a permanent tariff commission, not to make laws, but to study the situation and advise the tariff-making body, so as to give a fair deal to everybody, manufacturer, consumer and producer, and bring about a reasonable stability of conditions for a given period.

Proceeding, Mr. Borden said that no more interesting period could be imagined for men to interest themselves in public life, with history being so rapidly made, not only in Great Britain and the individual dominions of the Empire, but also in the relations of the various parts of the Empire with each other. It was a time to remember that mere material greatness would not suffice, but that nations must inculcate standards of honor and responsible participation in worldwide movements. No matter how great a man's affairs were, these were problems which he could worthily devote his energies to.

One of these problems in Canada, Mr. Borden pointed out, was the tendency to create a divergence of views in Canada between the East and the West, just as had occurred thirty or forty years ago in the United States. This, he said, entailed heavy duties upon governments present and to come to see that a good class of immigrants were brought to this country, and that when they reached here they were impressed with such ideals and standards as would tend to make good citizens of them.

"The relations of Canada with the Empire," said the leader of the Opposition, "were never better than they are to-day, although the Empire as it is now is of comparatively recent development—a magnificent disorganization, but one of the most marvellous disorganizations ever known, binding nations by ties of sentiment. But as business men you must see that the future of the Empire depends not merely upon that sentiment, but upon some form of co-operation in trade and defence.

"I do not think there is any divergence amongst the Canadian people as to what their duty is, and when the day of stress comes they will be ready to do it. But we must remember that when that day comes it will come suddenly—the decisive blow perhaps before the actual declaration of war—so that we must have not only sentiment, but a timely and effective preparation for that day. Any aid Canada can give effectively must be given within a very short time. I will not discuss the proposals Mr. Brodeur may bring down, but we shall give them the most favorable consideration. But I would like it remembered that so far as my own opinion goes, any aid to be really useful must be effective at a very early date, indeed. And whenever it comes I feel confident that the Empire will muddle through somehow, and when she emerges victorious that war will have bound more closely than ever before the Dominion of the Empire and the Mother Country."

"Our Province," was proposed by Mr. W. H. Rowley, Vice-President of the Association, and responded to by Hon. C. R. Devlin, who at the last moment took the place of Hon. W. A. Weir, who had been taken suddenly ill.

In proposing the toast, "Our Railways," Ald. Sadler called upon Sir Thomas Shaughnessy, President of the Canadian Pacific Railway, to respond.

Sir Thomas, who was warmly received, claimed the right to qualify as a manufacturer, since, through the C. P. R. connection with the Angus shops, he supervised in a general way one of the largest manufacturing concerns in Canada. The position of the C. P. R. in relation to the Angus shops was, however, unique, since they were not only the manufacturer but also the consumer.

"We have no direct monetary advantage from the tariff," proceeded Sir Thomas, "because if there were no tariff we could import our engines and cars and save the investment we have found necessary for the Angus shops. We could have

imported the 18,000 cars and 140 locomotives built there during the past four years. These, at a cost of some $20,000,000, would have been built elsewhere, and that money would have been for all time lost to the people of this country. More than this, the five or six thousand employees, representing a population of 20,000 people, for whom that work furnished employment, would not have been so employed, and the country would have lost that population of 20,000 people, while we should also have lost the passenger and freight traffic resulting from that population.

"But why tell you about railways," said Sir Thomas, "since you probably know more about them than I do, with the newspapers every morning telling you not only what they have done the day before, but what they did not do. When the C. P. R. was opened for traffic in 1886, we had about 3,000 miles of railway. This has now grown to about 10,000 miles in Canada, and the other railways of the country have been progressing in about the same degree. We have rather too many railways for our population in Canada, because at present there is not the requisite density of traffic. Notwithstanding



SIR THOMAS SHAUGHNESSY,
President Canadian Pacific Railway

this I can truthfully say that the people of Canada to-day are getting as low rates for passenger and freight traffic as any country in the world, while the men they employ are receiving wages equal to those paid in the United States, and from 50 to 100 per cent. more than in any European country.

"It is an anomaly that while you gentlemen in trade can regulate the prices of your commodities according to their cost, a railway company can only make an advance in its rates by a formal legal procedure, no matter what the cost of that transportation may be."

In such a country as Canada, proceeded Sir Thomas, a railway had many functions to perform besides carrying passengers and freight, collecting revenues and dividing any profits as dividends. As an instance, he said after the organization of the C. P. R. it was found necessary to establish an immigration department, on which large sums were spent to attract settlers to Canada. Then steamships were added to the Pacific, to ensure that traffic between Great Britain and Japan, China, Australia and the Orient should go both ways through Canada. Then hotels had to be built throughout the country to furnish good accommodation to travellers, and steamships established on the Great Lakes for traffic and tourist trade, while, finally, it was found necessary to attack the initial stage of the business with a fleet on the Atlantic.

This was a great advantage to the manufacturers of Eastern Canada, said Sir Thomas. Older nations had to go to the far corners of the earth to find customers, often very poor. But in Canada, owing to the development of the West, the manufacturers found their customers in their own country, their own people, and prosperous citizens, amongst the best people to trade with in the world.

But he pointed out that the time would come when the West would do most of its own manufacturing, as had been the case in the States. He could remember when it was thought that the manufacturing interests of the States would always be in New England and the Eastern cities, but it had since spread far west, and the movement was still progressing, and this same progression was bound to become manifest in Canada.

Sir Thomas said he welcomed the move of the Manufacturers' Association to appoint an officer to confer with the railways on the matter of rates. While he did not suppose this official would advise the railways that their rates were insufficient, he thought the idea good, since it was advisable that people whose interests were alike, as were those of the railways and manufacturers, to have an intermediary who could study both sides of the question arising and give good advice.

"But accepting that," continued Sir Thomas, "you must not object if now I give you manufacturers a little advice. In your trade you manufacturers must not depend upon the tariff alone, but must rather try to secure and keep the magnificent clientele you have because of the superiority of your wares, the integrity of your relations, and the reasonableness of your prices.

Prof. Stephen Leacock, the eloquent Professor of Political Economy of McGill University, while not coupled with any toast, was called on to address the manufacturers on the subject of education. In a ringing speech the professor urged a more liberal view of education and a closer and more human intercourse between the men of the board room and the lecture room.

The last toast on the list, that of Our Industries, found a sponsor in the Hon. J. D. Rolland, and was responded to by Mr. C. C. Ballantyne.

Mr. Ballantyne said the principle of protection was now accepted by both political parties and was now out of politics. There remained merely the question of how it should be applied. It was a mistake to think that the Canadian Manufacturers' Association wanted a high tariff, all they wanted was a fair and reasonable tariff, a tariff that acted to the detriment of the consumer would not be in the manufacturer's interests.

He thought that the idea of a permanent tariff commission was a practicable one. A commission of three able men who should study the working of the tariff and advise with the minister, leaving legislation to the government should prove very useful.

He had no fear that the United States would impose their maximum tariff against Canada. Canadian imports from United States were so greatly in excess of United States imports from Canada that we were in a strong position. The United States people were shrewd and would remember that Canada was their third best customer. But if they did impose that tariff he would be pleased rather than otherwise. We were accustomed to the United States raising high tariffs against us, and we had only developed markets elsewhere.

The Committee having the dinner arrangements in hand were Wm. Cauldwell, S. W. Ewing, A. H. Brittain, John A. Gunn, Col. Gardner, Chas. A. Smart and John J. McGill.

WHY THE COST OF LIVING INCREASES

"WE are fast getting too far out of line with the rest of the world with regard to the cost of living," says a writer in the *Iron Age* in discussing the effect of high prices on the export trade of the United States. The cost of living has undoubtedly risen during recent years, and with that rise has gone an increase in the cost of production. Yet there is no reason for falling into the current error of assuming that the cause rests with the tariff, even though the tariff in the United States is far higher than ours and presumably affects the cost of living more. In three ways have living expenses increased in recent years; first, by an increase price of the prime necessities; second, by increased use of luxuries; third, by increase in cost of production as a result of short hours and other limitations of labor. The first cause is attributable chiefly to the wasteful and unscientific methods employed by agriculturalists. James J. Hill wisely said, during the Conservation discussions last year, that the first natural resource to be conserved should be the soil. On that all depended. Yet by their reckless use of it, farmers have depleted and impoverished the land which has been allotted to them, till now in the older agricultural districts of that country an acre produces only a fraction of its earlier yield. The consumption of wheat has increased greatly during recent years, but to no less an extent has the acreage under wheat increased. Yet the price at which wheat sells, leaving out of account the temporary violent convulsions caused by market manipulation, is governed by the law of supply and demand. In spite of the increased demand there should be no material increase in price, because of the increased acreage, except for the fact that that acreage is not producing as much as it formerly did.

In the early days of wheat raising in the Dakotas, the average yield was twenty-five or thirty bushels to the acre, just as it is to-day in Saskatchewan. By a failure, through ignorance or shortsighted graspingness, to alternate crops and to prepare the soil, the yield to-day averages about fourteen bushels to the acre. That simply means that the agricultural plant is operating at half its capacity. It requires no stretch of imagination to picture what would be the result if all the factories in a certain line went on half time, in an industry in which the products of the world's manufactures were urgently needed. An increase in price would certainly follow. So it is a fair assumption that if the farms on this continent increased their yield of wheat, through improved methods of tillage, by half a billion bushels annually, not only would the farmers reap far greater rewards, but the price to the consumer would be materially reduced.

Diminished supplies, not the tariff, are the cause of most of the increases in the necessities of life. A contributor to the New York *Evening Post* of a recent date, Mr. Joseph D. Holmes, a sheep raiser, and hence a man familiar with agricultural conditions, scores the farmers for their failure to do their duty in producing supplies adequate to the needs of the country. Mr. Holmes instances the case of butter, of which only about two-thirds of the usual supply has gone into cold storage for consumption during the winter months. "This shortage," he says, "is directly due to the indifference of the farmers who have been too prosperous to bother with the labor of the dairy." He further points out that the condition is similar in the case of wool and eggs, potatoes, and other food articles which require special care.

This is one reason why we,—and we in Canada are subjected to the same influences as the United States,—"are fast getting too far out of line with the rest of the world with regard to the cost of living."

But the increased cost of food necessaries caused by the wasteful methods of farmers does not alone explain the general increase in the cost of living. The second cause consists in a change in the attitude of even the lowest priced workmen towards life. What a few years ago was a luxury to be enjoyed only after a material improvement in worldly position, is now a necessity. People are living better. The general diffusion of education and civilization has had the effect of raising the ideals of even the lowest; with the consequence that it costs more to support a family, not so much because of the increased cost of individual items, as in the greater variety and number of things bought.

Thirdly, there is the increase which has come as a result of decreased production among laborers. There is no doubt that much of the work accomplished by trade unions in the way of bettering working conditions has been good and beneficial, but it were folly to say that it was not done at the expense of the consumer. A century ago garment makers worked fourteen or fifteen hours a day. To-day they work nine; and they get paid as much for their day's work now as they did before, or more. That means an increased labor cost per article. Limitation of output similarly increases the cost of production. Any change which adds to the cost of production must of necessity increase the cost of living.

An increase in the cost of living cannot be considered unconditionally as an evil. It is an evil only when the cost is raised unduly or through wasteful methods of production. If, as protectionists maintain, by placing a tariff on certain articles and so making possible an increase in the cost of living of say five per cent., the earning power of the people is increased by ten per cent., then the increase is decidedly desirable. Again, if the increased cost of living results from a temperate enjoyment of greater comforts of life, no one will say that it is a curse.

The indefensible increase is that which results from unscientific methods of farming, labor conditions which unduly limit the output of individuals and unfairly force up the price of labor, obsolete and uneconomic manufacturing processes and reckless waste of natural products. On these four points should be centred the attention of political and social economists.

INDUSTRIAL FELLOWSHIPS

AN experiment is being worked out in the University of Kansas under the direction of Professor Duncan, a graduate of the University of Toronto, and a brother of Norman Duncan, the Canadian teller of stories, which may yet provide a solution for the problem of bringing the University into practical relationship with the country's industries. Many manufacturers—glass makers, users of dyes, metal workers, and a score of others—have in their processes or in the results of their operations, individual difficulties which demand scientific investigations. Few manufacturers on this continent, however, are prepared to expend the sum necessary for the establishment and equipment of a laboratory. They do not appreciate the value of such a service. They have had no experience with men whose work cannot be assessed each week or month and a definite value set thereon. As a consequence, processes in the past have been notoriously crude and wasteful, with immense loss to our natural wealth.

To meet this condition, Professor Duncan has devised a system of industrial fellowships, which, while it has not been in operation long enough to justify any general conclusions, has, in the words of the originator of the scheme, "shown more points of strength than weakness." Recognizing the requirements of manufacturers as outlined above, Professor Duncan has suggested a co-operative plan whereby, if a manufacturer signifies his desire to have some chemical problem in

connection with his industry solved, the University will provide a chemist with a bent towards investigation, and will allow him the use of the University laboratories, where he will work under the direction of the head of the Chemical Department. Here he will devote his entire time—except for a few hours a week, during which he gives instruction in his Department—to the work which has been allotted to him. For this service the beneficiary of the investigation pays the chemist an annual fee of from five hundred to two thousand dollars, extending over from one to three or even more years. The investigator gets an insight into the real world of industrial chemistry, with the probability, if he proves his work of value, of establishing a permanent position for himself. The manufacturer gets at a reasonable cost and under direction which he could not himself give, the benefit of a scientific investigation and if possible, a solution of the problems or difficulties with which he has been confronted. The University, besides promoting research and helping to place the national industries on an economic basis, gets the benefit of the fellow's services as an instructor for a definite number of hours a week.

This, in brief, is the general scheme. Its details have been developed and modified under the chastening rod of experience. Ten fellowships have been created during the two years in which the system has been in operation. Apart from the general conditions already outlined, the chief features of the agreement entered into between the donor of the fellowship and the University are, first, that three years after the completion of the investigation, the University shall be at liberty to publish the results obtained; and second, that the fellow shall receive ten per cent. of the value of any discoveries he makes. So far, the system of industrial fellowships has been entirely successful.

Death of Mr. Jos. Lea.

Mr. Joseph Lea, of the Canadian Ornamental Iron Co., Toronto, and a member of the Canadian Manufacturers Association, died suddenly on December 3rd. He was in England attending the consecration of his son as Episcopalian Bishop of Japan. Mr. Lea came from England as a young man, and by consistent and well-directed efforts rose to the head of a prosperous industry. His death will be greatly regretted by many friends.

Death of Mr. Wilson.

Death came with great suddenness to Mr. Dan. Wilson, of Collingwood, a few days ago. Mr. Wilson was in Toronto when he was affected by an attack of apoplexy, and death occurred almost immediately. The deceased was well and favorably known by manufacturers from one end of Canada to the other. He attended the annual meetings of the Association with great regularity and was also a frequent attendant at other special meetings. He was known as a courteous gentleman of absolute integrity, and his death is a distinct loss to Canada.

Canadian Plows for United States.

The Cockshutt Plow Co. are carrying the war into Africa. They have during the past couple of months shipped eight carloads of traction plows to the United States and they have now received definite specifications for seventy-five carloads more, for shipment before April first next. This is probably the first time that a Canadian manufacturer in this line has successfully entered the United States field. It is to be hoped that the experiment will be mutually advantageous to the United States company who are the purchasers and the Canadian company who are the sellers.

LABOR BEING RAPIDLY ABSORBED.

A LABOR famine is among the possibilities of the coming year, according to reports received at this office during the past week. To get a fair estimate of the conditions of the labor market, the Canadian Manufacturers Association has circularized its members, asking for particulars about the situation now and the prospects for the future. The replies indicate that all along the line industry is swinging into its old stride, that the depleted ranks of employees are filling up, machines which have lain idle since the depression of two years ago are coming into operation, and generally that we are on the threshold of an era of prosperity which will advance far beyond all records which the country has yet enjoyed.

Out of a total of 463 manufacturers from whom replies have been so far received, 156 are already in need of more help. This is a remarkable showing, in view of the fact that with the approach of winter and the ceasing of outdoor work there is ordinarily a big influx of men into factory towns, and in consequence an abundance of labor. The need of help on the part of 32 per cent. of the manufacturers heard from indicates that at least among skilled workmen there will be no lack of employment for the year to come.

The following table shows the situation for the various provinces:

	Number of replies.			Number of hands wanted		
Province.	Do not need labor.	Do need labor.	Total.	Male.	Female.	Total
British Columbia.	0	1	1	150	....	150
Manitoba	9	4	13	28	14	42
New Brunswick ..	7	2	9	20	....	20
Nova Scotia	8	3	11	17	15	32
Quebec	67	30	97	774	1442	2216
Ontario	215	116	331	1265	2237	3502
P. E. I.	1	....	1	....	....	....
	307	156	463	2254	3708	5962

In British Columbia the demand is for lumbermen. Of the men required, fifty per cent. are skilled and fifty per cent. unskilled. The men are needed at once. In Manitoba the trades in which labor is needed are iron-working, clothing and printing. Of these the requirements are for seventy-five skilled and twenty-five per cent. unskilled.

Many industries in Quebec are short of labor, including printing and lithographing, boots and shoes, cotton, rubber, biscuits, iron-working, straw hats, clothing, foundry, cartridges, upholsterers, sheet metal, cigars, whitewear, granite, enamelledware, furs, and jewellery.

In Ontario the list includes furniture, whitewear, boots and shoes, bookbinding, fertilizer, food products, woollens, glue, stoves, woodworking, knitting, radiator, carriage, biscuits, twine, corks, electrical apparatus, furs, brushes, pianos, garments, wireworkers, harness, paper boxes, umbrellas, glass, hats, soap, automobile, printing. There is also need of moulders, machinists and brassworkers.

In Quebec and Ontario about eighty per cent. of the men required are skilled, and of the women fifty-five per cent.

If present conditions continue, there can be little doubt that by next spring factories will find difficulty in recruiting their ranks. During the winter the surplus of labor which now exists in some places will find its way to the localities where it is needed, and little difficulty will be experienced, except in special industries, like whitewear manufactures, where there is a large and urgent demand for workers. But with a continuance of prosperity and the opening up of outdoor work for the summer, a real dearth of labor is likely to be found.

ADVERTISING---AND WHY.

By Frank H. Rowe,
Vice-President and General-Manager Dominion Advertising Company, Limited.

The Sane Reasons Why Manufacturers are Going Direct to the People.

THE other day the proprietor of a concern making a specialty of linens received an offer of $10,000 from another and much larger house for the privilege of the adoption of the trade-mark and the marketing of goods thereunder.

The offer was promptly rejected.

A few months ago this particular trade-mark had not even been conceived. The business had prospered, but no attempt had been made to establish an emblem which would identify the line of goods.

The proprietor (a woman, by the way) believed, however, that the notable successes of other trade-marks might be duplicated in her own case, and under the direction of a well-known advertising agency the task was undertaken.

The character of the trade-mark itself was for some time in dispute, but finally simplicity and plainness were the deciding factors and an emblem was selected.

Then there began a systematic advertising campaign. In no sense was it an extravagant one. Publications were carefully chosen according, not only to the amount of circulation, but, very important, the character of their readers.

The right audience thus secured, it was persistently worked upon. Results were not phenomenal, and the advertiser did not look for unreasonably quick returns. But the returns came, at first slowly as expected, but steadily increasing until the trade-mark and what it stood for became more and more a definite quantity in the minds of the right people.

The offer of $10,000 was made after careful observation of the campaign. It was entirely unexpected by the advertiser, who had not realized to what extent her venture had been watched by the trade. It did not involve the giving up of her privilege of continuing the use of the trade-mark—it merely gave another house the privilege of coming in under the same banner.

The net result of thus establishing and exploiting the trade-mark has been a very largely increased volume, which will in the natural course of events, multiply itself season after season, and the adding, in one lump, of $10,000 increased valuation to the business.

There is nothing spectacular in this—nothing remarkable, for it is but another instance of the results to be gained by application of a force—advertising. Such success is being achieved for some new product every day, but here is the point of especial significance: always and everywhere is the trade-mark—unvarying, distinctive, and everlastingly in sight.

The trade-mark may take one form or another, but its effect is the same—it gradually becomes the dominating factor, the *personality* of the advertising.

This can be illustrated well by the advertiser himself. He is constantly assuming a new manner and adopting new arguments, as he presents his proposition to men of varying types.

And yet with all his versatility, so necessary in reaching all classes of men, his real personality does not change. There is a *something* which is ever present—a something which has been responsible for his success with these men—a personality which they have long learned to expect, and for which perhaps unconsciously look. His personality is the backbone of his influence.

It is so in advertising. Gradually the public realizes that the trade-mark of a man's product stands for something, and everything the advertising says is associated with that trade-mark until the point is sometimes reached (as it has been reached in numerous cases) when the trade-mark itself, almost unsupported by argument, is a powerful factor in building sales—simply because the people have learned that it is the emblem of certain qualities and only need to be reminded.

Whether a manufacturer shall or shall not trade-mark his goods and create a public demand for them depends upon whether he is determined to work in his own interests—play his own game—or give the best that is in him for the advancement of the name and fame of some one else.

How far shall the retailer, whether he is the proprietor of the big departmental store or of the more modest establishment, dominate a manufacturer's business? It is for the latter to decide whether he is working for himself or for somebody else.

Before the trade-mark idea developed and was proven such a sound business proposition by countless manufacturers, every maker of goods which have since become famous had to face that question.

There is no denying that it is a serious question—of greater seriousness in some cases than in others, because of certain individual conditions, but one thing is sure—no maker of goods finds the question more serious to-day than have thousands of others who have now solved it successfully. The path is no longer an unknown course along the frontier, but a plain road which can be followed with reasonable care and attention to the guide posts along the way. Some of these are failures which are warnings to keep to the main thoroughfare; others (and they are legion) are successes which lead straight as the crow flies towards the place where a man's business stands on its own good feet, and not on the vascillating favor of Messrs. Buyer & Buyer. To the manufacturer who makes goods which the public demands, the Messrs. Buyer & Buyer are no bugaboo. They have to buy what the public wants.

Why He Declined.

That is the point of view to which the manufacturers are coming fast. Here is an example:

A certain Canadian manufacturer of wearing apparel—well trade-marked, well advertised, and fast becoming well established in the public demand—has not yet been able to sell to a certain retail merchant.

The merchant is a big buyer, one of the largest in the Dominion, but he demands his own trade-mark on everything he sells.

Recently he approached this manufacturer and offered to stock his full line if he could get the goods without the maker's mark and with his own substituted instead.

Why was the proposition declined? Simply because this manufacturer is hunting for bigger game. The merchant is a big buyer, but the public is a bigger buyer still. Every dollar that the manufacturer has invested in his business is working

for *him*, not for somebody else. Every time he succeeds in making his product better he gets the benefit, for the consumers know who makes these goods and look for the trade-mark as a means of identification. It's their guide, and in their own interests they follow it.

But one can land somewhere or nowhere on the publicity road and to land somewhere three things are essential—quality of product, patience, and persistency.

Quality of product, because if the goods are at fault the public will discover it, and the trade-mark will only serve as a warning.

Patience, because it is the father of persistency—and persistency, because without it nothing real can be accomplished; spasmodic advertising gives only spasmodic results at best.

Advertising is an effort to get quick results, but it is more—it is the laying of the very corner-stone of future business. Prompt results are important, sometimes they are essential, but the average manufacturer is in business, not for one year, but many—not for himself alone, but for his son and his son's son. He is building to last, and that is why advertising offers him a twofold benefit—results as reasonably quick as can be expected, and prestige which once established will last for generations yet unborn. Perhaps no one factor (excepting the desire for personal gain) has been more responsible for the great growth of advertising than this realization by manufacturers, that while they may dominate the situation in their day and generation, their business will virtually die with them.

The power of public demand was shown not long ago when a number of carloads of a popular soap were received at Boston—a soap which is a glowing example of the success of good quality backed up by good advertising.

Difficulties of one kind or another had curtailed the output of the factories, and there was a consequent shortage. Just prior to the arrival of the shipment the Boston trade was notified that the soap would arrive on a specified date, and would immediately be distributed to such customers as put in their orders first—that not a gross would be reserved for anyone, no matter how large a customer of the house he might be.

The rush for that shipment of soap was phenomenal.

This was a mere incident in a year's business, but it was a significant one. What was behind the sale of that soap but the *demand of the public*, which could not be satisfied with any other brand? Rather an enviable condition of affairs for the manufacturers, was it not?

Selling without advertising is continual *push*—selling with advertising is *push* and *pull*.

Effective advertising awakens Personal Desire. Personal Desire awakened demands satisfaction—it wants your goods. Your sales force, at the merchant's elbow, gives him no opportunity to go unsupplied. What is the result but a quick passage for your product from factory to consumer, with a push from behind and a pull from the front, and with a price maintained that makes some profits look very sickly.

The people will pay for what they want.

There is marketed in the United States a baking powder, the name of which is a household word. It is lavishly advertised.

There is marketed in Canada a baking powder, identical in composition with the other product. It is not advertised.

The first named powder commands a market price at least three times that of the other—a price gradually advanced without any difficulty because the public demands the brand and is willing to pay in order to get it.

It is the public which eventually pays for the advertising, not the manufacturer. For food, for apparel, for furniture and houses, for necessities and luxuries, the public every year pays more and more, and pays it because it wants the goods.

As to Salesmen.

There is a situation existing in Canada to-day among both manufacturing and mercantile houses which is growing daily in importance, and commanding more and more serious consideration. This situation respects the travelling salesman.

To what extent is the traveller to be eliminated? To what extent is advertising creating a demand which is bringing results without his expense? With a big demand created and maintained, will a half dozen travellers soon be able satisfactorily to take care of ground once covered by a score?

However that may be, a prediction is not within the scope of this article, but the point suggests one of the sanest arguments for publicity which any manufacturer can consider.

Advertising is the greatest weapon of defence a manufacturer can employ who would hold his business in his own hands.

Travellers may desert him and go with a rival house, but they are powerless to carry his customers with them so long as an insistent public demand is calling for his particular brand of goods.

An insurance has been created covering the business—a grip on the present and on the future—simply because the people have been shown who makes the goods which they prefer and have been taught how to identify and get them. A public confidence, once created and never betrayed by a lowering of quality, is the surest foundation through every peril a trade can face.

"All this is logical and sounds likely enough," says some one, "but it's an expensive proposition—it costs so much!"

There is no denying that advertising costs money, but so does anything that is worth paying for. So, too, does a good factory or warehouse cost money, so does the new machine installed even at the expense of throwing an old one to the scrap heap. So does a good sales manager cost money So does a good salesman cost money.

They all cost money, but what of that! For they earn their way—they pay on the investment.

So does good advertising. If it didn't it would have stopped years and years ago instead of growing more and more rapidly in volume. It has proved itself.

The average rate for New York morning paper space is about $5.60 an inch; evening papers about $4.20 an inch.

The average rate for American monthly magazines is about $100 per page per 100,000 circulation.

What greater proof of the value of advertising could be asked by the most skeptical? Here are prices being regularly paid, and not for one insertion only, but for month after month and year after year—not by a few advertisers, but by hundreds upon hundreds.

Take up a few standard magazines after reading this article and note the makers of well-known trade-marked products who are always to be found in every number—many paying an extra price for a preferred position contracted for a year or more in advance.

Can it mean anything else than that the advertising pays? What advertising is doing in the United States and Europe it is doing in kind, if in lesser degree, in Canada. The same success is possible in proportion to the expense involved—the same methods are available. The methods are not of the Alladin lamp variety—a mere rub or two. The successful advertiser the world over is the man who treats his advertising venture as he treats his other business ventures—who maps out the right course of action and then stays with it, building for the present, building for the future, and building for himself first, last, and all the time.

AN IMPORTANT DECISION IN INSURANCE CASE

"Not only am I of Opinion that even if the Insurance Business could be called One of the Trades of the Country, the Dominion Parliament has no Power to Regulate It in the Way in which the Act in Question (the Insurance Act) Attempts to do, but I am of Opinion that it cannot Properly be Classed with the 'Trade' or 'Trades' of a Country. Not only is the Contract of Insurance, by Its Nature, not a Trading Contract, but the Contract is Always a Local One." — Judge Leet. The Judgment is not likely to Affect Legislation now Pending, and It Should not Lead to Apathy in Fighting the Unreasonable Demands of "The All Canada Fire Insurance Federation."

IN the Annual Report of the Insurance Committee to the recent Convention at Hamilton, mention is made of the action instituted by the Canadian Fire Underwriters Association against Messrs. Willis, Faber & Co., Ltd., Montreal, to enforce the penalties provided in Section 60 of the Dominion Insurance Act against any person who acts on behalf of an unlicensed company.

Judge S. P. Leet, before whom the case was tried, has now handed down a long, carefully prepared judgment in which, while the offense charged against Willis, Faber & Co., Ltd., is substantiated, the action is nevertheless dismissed on the ground that the Insurance Act is "*ultra vires*" of the powers of the Dominion Government.

In view of the importance of this judgment, and of its far reaching effect, we believe we shall be serving the interest of the Association in printing the full text of Judge Leet's decision:—

The Judge's Finding.

THE King vs. Willis Faber & Co.—This is a case brought under section 60 of the Insurance Act, being chapter 34, of the Revised Statutes of Canada.

The accused, a business corporation having its head office in London, England, and a branch office in the city of Montreal, Canada, is accused of having delivered receipts and policies, and having collected premiums for a non-licensed insurance company, viz.: The Lloyds, of London, England.

The facts of the case are as follows: The James Walker Hardware Company, Limited, of Montreal, not being satisfied with the rate of insurance they were paying, instructed their brokers, Messrs. Hare & Mackenzie, to see if insurance could not be gotten at a less rate than they were paying. Messrs. Hare & Mackenzie approached the manager of the accused company in Montreal, with the result that an insurance of ten thousand, eight hundred and twenty-five pounds was placed with what is known as "The Lloyds," London, which company is not licensed under the Insurance Act.

The accused raised three points of defence: First, that they represented, or were the agents of the insured, and not of the insurer.

Second, that The Lloyds is not a company within the meaning of the Insurance Act.

Third, that the Insurance Act is ultra vires, and especially the provisions therein prohibiting any person from delivering receipts, or policies, or collecting or receiving premiums for an insurer who has not been licensed under the Insurance Act.

As to the first point, I am of opinion that it is not good. The head office of the company accused have an agreement in writing with certain members of The Lloyds, copy of which is produced, as exhibit No. 1, for the prosecution. This agreement sets forth the total amount for which the subscribers thereto will become jointly liable, and certain other conditions as to risks, rates and commissions, and contains among others, this clause: "Risks to attach from date of mail or other advice from W. F. & Co., Limited, Montreal, to W. F. & Co., Limited, London."

Messrs. Hare & Mackenzie, who were the insurance brokers for the insured, went to the accused as representing The Lloyds, and through them placed the risk. The receipt and policy were delivered by the accused to Messrs. Hare & Mackenzie, and the premium was paid through Messrs. Hare & Mackenzie to the office of the accused here.

It is impossible, therefore, to come to any other conclusion than that whatever the accused did in this matter here, they represented the insurers rather than the insured. Whether they were agents of the insurers in the ordinary sense or not, is immaterial under the wording of the section in question, as there is no doubt that they delivered the receipts and policies and collected the premium for the insurers, who were not licensed under the Insurance Act.

The Lloyds a Company.

As to the second point, that the insurers are not a "company," within the meaning of the act. By the terms of the policy it is declared "that we the insurers do hereby bind ourselves each for his own part and not one for the other." It was, therefore, contended that this declaration made each one of them individual insurers in such a way that they could not be held to be an association or company.

On looking at the policy, which was produced as Exhibit number two of the prosecution, it appears to have been executed by some thirty or more groups of insurers, and there must be over one hundred different names attached. Some of these are individual insurers for a certain amount; others have united themselves into groups whereby each one becomes responsible for one-twelfth, or one-fifteenth, or one-tenth, or one-sixteenth, or one-eighth or some such aliquot part of a given sum, the total amount aggregating the total sum for which the policy issued.

It is also proved that the agreement between the London office of the accused and certain of the members of Lloyds, is signed by some twenty-five or so different parties, some acting for themselves individually, and others as representing one of these groups, the party signing being the attorney of the others of the group, and acting for them.

It was also proved that the accounts kept by the London office of the accused, were kept in some cases with the individual members of The Lloyds, sometimes with a party representing one of these groups.

Inasmuch as the men who wish to become insurers under

what is known as "The Lloyds," have, first of all, to become members of the Association known as The Lloyds, and inasmuch as it is shown that for the purpose of taking risks after they have become members, as above mentioned, many associate themselves into groups, the members of which give power of attorney to one of their number to represent them, I am of the opinion that the insurers under the policy in question here not only are a company within the meaning of the Insurance Act, but are several companies.

I am, therefore, against the pretensions of the accused on this second point.

Is Insurance Act Ultra Vires?

As to the third point: This is one of great importance.

The Insurance Act has been in force in Canada for many years, and so far as I have been able to learn, this is the first time it has been directly attacked.

In the cases of The Citizens' Insurance Company and The Queen's Insurance Company, against Parsons, the question was raised indirectly, but the Lords of the Privy Council expressly refrained from deciding the question, holding that in so far as that case was concerned, the decision need not rest upon that point. The question there was as to the validity of an Act of the Province of Ontario making statutory conditions for fire insurance policies to be issued in that Province, and that as the Dominion Insurance Act did not enter into this field there was no conflict between the two acts.

The relative powers of the Dominion Parliament and the Provincial Legislature under the British North America Act have been the subject of much litigation, and many decisions by the highest court in the Realm, the Privy Council, and while a reading of the reports of these cases without knowing all about the particular local circumstances in each case, makes it sometimes difficult to quite see the harmony of these decisions, and to be certain whether what is sometimes said is in the nature of a decision, or only remarks relating to that particular case, and therefore not of general application, there have, however, been laid down certain principles which I think we may take as settled:

First—Dominion legislation in reference to the enumerated subjects of section 91, and that which is ancillary and necessary in order to give full effect thereto, is valid against provincial legislation even in those subjects which are exclusively given to the provinces.

Second—Provincial legislation in reference to any of the enumerated subjects of section 92 is valid against Dominion legislation, except under the enumerated subjects of section 91 and what is ancillary thereto, as stated above.

The question of whether a person or firm in Montreal may act as agent or representative there for another person or firm, either within or without the province, is certainly a question of civil rights, and would come under section 92, sub-section 13, but if this question is, as stated above, ancillary and necessary to the enforcement of the statutes in which it is found, it loses its independent character and is validated as a part of an act the purpose of which is covered by section 91, and as to the section of the act in question is, no doubt, necessary for the enforcement of the act, if the purpose of the act is covered by section 91, it must be held good, if the act itself is good.

The first question then to decide is, what is the purpose of the act?

The purpose of the act is to regulate and supervise the business of insurance in the Dominion of Canada, save certain exceptions, the most important being ocean marine insurance, and in relation to any company incorporated by the Legislature of the province and doing business wholly within that province.

Section 5 of the act enacts that: "No company or person, except as hereinafter provided, shall accept any risk or issue any policy of fire or inland marine insurance, or policy of life insurance, or grant any annuity, on the life or lives, or receive any premium, or carry on any business of life or fire or inland marine insurance in Canada, or prosecute or maintain any suit, action or proceeding, either in law or in equity, or file any claim in insolvency relating to such business, without first obtaining a license from the Minister to carry on such business in Canada."

Conditions of Insurance.

The section under which the complaint is laid, declares that:——

"Every person who

"(*a*) Delivers any policy of insurance or interim receipt of" or . . .

"(b) Collects any premium in respect of any policy of . . . any life, fire or inland marine insurance company" not provided with the license required as above declared, is liable to a penalty not exceeding fifty dollars and costs and not less than twenty dollars and costs, and in default of payment to imprisonment, with or without hard labor, for a term not exceeding three months, and not less than one month, with higher penalties for subsequent offences.

To obtain the license referred to above, the company or person must do several things, and among them are the following:

They must have a name not liable to be confounded with any other company.

They must make a deposit satisfactory to the Treasury Board.

A copy of the charter must be filed and a power of attorney for the agent in Canada.

A statement of its affairs, where its head office is, and where it may be served with process. It must also make annual returns, and so on.

It also declares in what securities the companies may invest their funds, and then imposes penalties on certain officers of the company and other persons, for infractions of the act.

Then there is a Superintendent of Insurance appointed, whose duties are to issue these licenses when the necessary deposits have been made, and the necessary documents have been filed, to examine and supervise the securities and investments—in general, to see that the companies coming within the purview of the act conform thereto.

There seems to be no attempt to deal with the conditions of policies except as to life insurance. Section 71, 72 and 73 have some provisions as to the conditions of life insurance policies. The act is entirely designed to regulate the business of insurance in Canada with some exceptions.

After a careful study of the British North America Act, I am of opinion that if the Insurance Act is intra vires of the Dominion Parliament, it must fall under the sub-section 2, section 91, "The Regulations of Trade and Commerce." If not, it is covered by section 92, sub-section 13.

The first thing to do now, in our enquiry, is to find out the true meaning of the phrase "trade and commerce."

In the Parsons case, which Judge Clement, in his admirable work on the British North America Act, says may be termed the leading case upon this clause, we find the judgment rendered therein, the following:

Insurance Not Trade.

VII. App. Cas., ot page 112:—"The words 'regulation of trade and commerce' in their unlimited sense are sufficiently wide, if uncontrolled by the context and other parts of the act, to include every regulation of trade ranging from political

arrangements in regard to trade with foreign governments, requiring the sanction of Parliament, down to minute rules for regulating particular trades. But a consideration of the act shows that the words were not used in this unlimited sense. In the first place, the collocation of No. 2 with classes of subjects of national and general concern affords an indication that regulations relating to general trade and commerce were in the mind of the Legislature when conferring this power on the Dominion Parliament. If the words had been intended to have the full scope of which in their literal meaning they are susceptible, the specific mention of several of the other classes of subjects enumerated in section 91 would have been unnecessary; as, 15, banking; 17, weights and measures; 18, bills of exchange and promissory notes; 19, interest; and even 21, bankruptcy and insolvency.

"'Regulation of trade and commerce' may have been used in some such sense as the words 'regulation of trade' in the Act of Union between England and Scotland (6 Anne, c. 11), and as these words have been used in acts of state relating to trade and commerce. Article v. of the Act of Union enacted that all the subjects of the United Kingdom should have 'full freedom and intercourse of trade and navigation' to and from all places in the United Kingdom and the colonies': and article vi, enacted that all parts of the United Kingdom from and after the union, should be under the same prohibitions, restrictions, and regulations of trade. Parliament has at various times since the Union passed laws affecting and regulating specific trades in one part of the United Kingdom only, without its being supposed that it thereby infringed the articles of Union. Thus the acts for regulating the sale of intoxicating liquors notoriously vary in the two kingdoms. So with regard to acts relating to bankruptcy, and various other matters.

"Construing, therefore, the words "regulation of trade and commerce," by the various aids to their interpretation above suggested, they would include political arrangements in regard to trade requiring the sanction of Parliament, regulation of trade in matters of interprovincial concern, and it may be that they would include general regulation of trade affecting the whole Dominion. Their Lordships abstain on the present occasion from any attempt to define the limits of the authority of the Dominion Parliament in this direction. It is enough for the decision of the present case to say that, in their view, its authority to legislate for the regulation of trade and commerce does not comprehend the power to regulate by legislation the contracts of a particular business or trade, such as the business of fire insurance in a single province, and, therefore, that its legislative authority does not in the present case conflict or compete with the power over property and civil rights assigned to the Legislature of Ontario by No. 13, sect. 92."

Provinces Versus Dominion.

This question has also been discussed many times in other cases, notably in Russell vs. Regina, 7, Appeal Cases, 829; Hodge vs. Regina, 9, Appeal Cases, 117; Dominion License Act, 4 Cartwright 342; Attorney-General of Ontario vs. Attorney-General of Dominion, 1896; Appeal Cases, 348, and the Manitoba License Act, Appeal Cases, 1902, p. 73, which refer to the prohibition and regulation of the liquor traffic. There is no question but that the liquor business is one of the trades of the country, but the Temperance Act, which provides for the prohibition of the sale of intoxicating liquors, wherever it is brought into effect by a local vote, was held good, not under the clause relating to trade and commerce, but under the general clause, and the Liquor License Act which did regulate the liquor business throughout the Dominion could not be sustained under the trade and commerce clause.

The Manitoba Liquor Act, which was really a Provincial Prohibition Act, was held not to encroach on the powers of the Dominion Parliament under the trade and commerce clause, although it was declared in that case that in its practical working it must interfere with Dominion revenue, and indirectly, at least, with business operations outside the province, and the act was upheld.

The study of these cases makes it difficult to come to the conclusion that the regulation of trade and commerce intended by the framers of the British North America Act included the regulation of a trade that might be carried on in more than one province. If it is admitted that any individual trade may be thus regulated, and the holding as to ancillary legislation as applied in the case of the Attorney-General vs. the Grand Trunk Railway, Appeal Cases, 1907, p. 65, is good. then the Dominion Parliament could place all the important business of the country under its control, and override any power the province might have in relation to such businesses, even in those departments in which they are given exclusive power to legislate, because, if the Dominion Parliament can legislate as to who may engage in the business of insurance, even in one province thereof, and oblige insurers to put up securities to meet their liabilities, and supervise their investments, why may it not legislate in the same way as to the lumbering business, the mining business, the importing and exporting trade, and in fact any business that may be carried on in all the provinces, or which in its ramifications may cover more than one province? I cannot believe it was intended to give any such power to the Dominion Parliament.

Judge Clement in his work, at page 203, remarks:

It is somewhat curious that, at least since the Parsons' case, all the cases in which this clause has been considered are cases in which Provincial Acts have been attacked as infringing upon it; and in none of them has the attack been successful."

Not only does it appear to me that no such regulation of trade as is attempted by the act in question was intended by the framers of the British North America Act, but I am of opinion that the business in question is not a trade at all within the meaning of the word as used in section 91. Wharton's Law Lexicon defines "trade as traffic, commerce; exchange of goods for other goods, or for money, all wholesale trade. All buying in order to sell again by wholesale may be reduced to three sorts, the home trade, the foreign trade for consumption, and the carrying trade.

"Offences against trade are: (1) Smuggling; (2) Frauds by bankrupts; (3) Cheating; (4) Monopoly."

In the Parsons' case VII. Appeal Cases at page 111, Sir Montague Smith, speaking for the Council, says:

"A question was raised which led to much discussion in the courts below, and at this bar, viz:—Whether the business of insuring buildings against fire was a trade. This business, when carried on for a profit, may, no doubt, in some sense of the word, be called a trade. But contracts of indemnity made by insurers can scarcely be called trading contracts, nor were insurers who made them held to be 'traders' under the English bankrupt laws; they have been made subject to these laws by special description. Whether the business of fire insurance properly falls within the description of a 'trade' must, in their lordships' view, depend upon the sense in which that word is used in the particular statute to be construed; but in the present case their lordships do not find it necessary to rest their decision on the narrow ground that the business of insurance is not a trade."

It has been assumed in some of the later cases that in the Parsons' case the Privy Council held that the business of insurance was a trade, and that the Insurance Act was intra vires, but the quotation above will show that the question as to whether insurance was a trade was not decided, and on the other point, the words are at page 114:—

"Assuming this act" (the Insurance Act) "to be within the competency of the Dominion Parliament . . . . it in no way interferes with the authority of the Legislature of the Province of Ontario."

So far, then, as the Parsons' case is concerned, these two questions are left entirely open.

I think it suggestive that when the Department of Trade and Commerce was created, if it was considered that the business of insurance came within its scope, it was not put under the control of that department. This, of course, proves nothing, but it seems to me suggestive.

Because the whole Dominion may be interested in a subject, or because a business may be carried on in all the provinces of the Dominion, does not of itself bring it within section 91. This position seems to me to be conclusively shown in the legislation above referred to in reference to the trade in intoxicating liquors.

Not only am I of opinion that even if the insurance business could be called one of the trades of the country the Dominion Parliament has no power to regulate it in the way in which the Act in question attempts to do, but I am of opinion that it cannot properly be classed with the "trade" or "trades" of a country.

Contract Always Local.

Not only is the contract of insurance, by its nature, not a trading contract, but the contract is always a local one.

We speak of insuring a house, or a stock of goods, or animals, or a life, but, strictly speaking, these are not insured at all, it is the estate of the person having an interest in these things that is insured. There is nothing in the business that corresponds to those businesses included in what is called the trade of the country. There is no buying to sell again, either wholesale or retail. The contract in reference to a building, for instance, in one province, has no necessary relation to any building or contract in another province. There is nothing inter-provincial in the business, in the sense in which "works and undertakings" are declared to be so under sub-section 10 of section 92, and it is only in reference to "such works," not every kind of business, that the Parliament of Canada can declare them "to be for the general advantage of Canada." Consequently, if, from some points of view, it might be for the general benefit of Canada to declare that a company could not do business in one province even, without coming under conditions such as are imposed by the Act in question, that would not give the Dominion Parliament power to make such conditions. If they are necessary or advisable the province only has power to ordain them, and we cannot presume that the provincial authorities would neglect to do so if they thought the interests of their citizens required it. The company or person through whom, or with whom, a man in Montreal may make a contract of indemnity, and the conditions of that contract so that his estate may not suffer by the loss of some of his property or of his life is, in my opinion, one entirely of property and civil rights within the province.

A case which was not cited at Bar decided in our own Supreme Court of Canada, appears to me to give an important sidelight on this question. It is the case of The Canadian Pacific Railway Company and The Ottawa Fire Insurance Company, 39 Supreme Court Reports, 405. It was held in that case by a majority decision that a company incorporated under the authority of a Provincial Legislature to carry on the business of fire insurance is not inherently incapable of entering into a contract of insurance outside of the boundaries of its Province of origin, relating to property also outside.

It was there held that the term "provincial objects" could not be interpreted territorially. If that is good law, then no fire insurance company at least is obliged to get a Dominion charter, even if the present Act is held good, for all they would have to do would be to be incorporated in a Province and get permission to do business under the Dominion Act. The deduction seems clear to me, that if the business of insurance is not one of those for which it is obligatory to be incorporated by the Dominion, it does not fall among those classes of subjects that are given exclusively to the Dominion, and if the true interpretation of the business of insurance is a Provincial object, then it seems to follow as a matter of course that such companies should be incorporated by the Provinces rather than by the Dominion.

A case that was cited at Bar, La Compagnie Hydraulique de St. Francois and The Continental Heat and Light Company, Appeal Cases, 1909, page 194, goes very far in supporting the powers of the Dominion Parliament as against those of the Provinces (farther, I think, than anything in the report justifies, as it appears to me there must be something in the facts which does not appear in the report, as the report is very short), I do not think, however, that it affects the case in question, and I, therefore, do not further discuss it.

For the reasons given above, I have to dismiss the complaint, which I do, with costs.

Charles Gaudet, E. Lafleur, Counsel, for prosecution ; Campbell, Meredith & Co., Aime Geoffrion, Counsel, for defence.

What Will the Result Be?

It is yet too early to state what may be the result of this decision. The general opinion seems to be that the case will have to go to the privy Council, but there seems to be considerable difference of opinion as to who should assume the responsibility and bear the heavy costs of such appeal. According to the Eastern Press the Canadian Fire Underwriters Association is looking to the Federal authorities to defend their own Act, but the action was instituted by or on behalf of the Underwriters Association and it is difficult to see how they can refrain from accepting the responsibility their own action lays upon them.

It seems to be quite accepted in Parliamentary circles that notwithstanding Judge Leet's decision the revision of the Insurance Act will be proceeded with at the present session of the House. What its value will be when it is revised is a question that must for the present remain unanswered. In view of the apparent determination to see the Act through, it is of the utmost importance that its provisions should be made as inocuous as possible, and its constitutionality or otherwise will not so much matter to the manufacturers of the Dominion.

POSTAGE RATE TO PANAMA.

Postage on letters addressed to Aucon, Panama, and other points in the Canal Zone is two cents, the same rate applying as to any part of the United States. We are advised that most Canadian firms have been placing a five cent stamp on ordinary letters to those parts.

A BUSINESS ALLIANCE.

The Dougall Varnish Co., of Montreal, have announced an alliance between their firm and the Murphy Varnish Co., of Newark, N.J., for the purpose of enlarging the Canadian business in certain directions. The business will be carried on as heretofore, with Mr. J. S. N. Dougall as President and Managing Director. In addition to the regular line of varnishes made in the past, the Dougall Varnish Co. will manufacture piano, fine cabinet and architectural varnishes from the formulas and processes of the Murphy Varnish Co.

CHANGES IN FREIGHT RATES DURING NOVEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of November, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
E. 1804	C.I. 82	Nov. 15, '09	Bridge and structural iron, c.l., Hamilton to Montreal and Cyrville, 18½c. per 100 lbs.
Sup. 2 E. 1799	Sup. 2 C.Y. 10	Nov. 15, '09	Bridge material, c.l., classifying 6th class, Walkerville to Sault Ste. Marie, Ont., 29c. per 100 lbs.
Sup. 3 E. 1756	Sup. 3 I. 80	Dec. 17, '09	Bark extract, c.l., import, Portland to Bracebridge, Huntsville and Burk's Falls, 20c. per 100 lbs.
Sup. 3 E. 1799	Sup. 3 C.Y. 10	Nov. 17, '09	Hides, c.l., Toronto to Oakville, Ont., 6c. per 100 lbs.
E. 1805 Cancels E. 1762	C.I. 83 Cancels C.I. 70	Nov. 27, '09	Bridge material and structural iron, c.l., Montreal, Montreal Wharf and Dominion to Edmundston, N.B., local and for points beyond.

NOTE.—West bound lake and rail rates are suspended November 30, 1909.

W. 213 Cancels W. 6, 7 and 58	G.F.D. 1612 Cancels G.F.D. 1150, 1151, and 1504	Dec. 15, '09	Class and commodity, G. T. western lines to points in Canada.
Sup. 125 E. 1208	Sup. 125 C.D. 23	Nov. 12, '09	Moulding sand, c.l., Stoney Creek to points in Ontario.
Sup. 5 E. 1570	Sup. 5 C.U. 36	Dec. 6, '09	Commodities, G. T. stations to points in U. S.
Sup. 6 E. 608	Sup. 6 C.G. 22	Dec. 7, '09	Grain and grain products, c.l., G. T. stations to Baltimore, New York and Philadelphia for export.
Sup. 9 E. 809	Sup. 9 C.G. 23	Dec. 7, '09	Grain and grain products, c.l., G. T. stations to Boston, Portland and St. John for export.
Sup. 1 E. 1799	Sup. 1 C.Y. 10	Nov. 15, '09	Ingot moulds, c.l., Midland to Sault Ste. Marie, Ont., 15c per 100 lbs.
Sup. 4 E. 1686	Sup. 4 S. 71	Nov. 23, '09	Local switching between Sarnia and Pt. Edward.
Sup. 4 E. 1691	Sup. 4 C.U. 39	Dec. 22, '09	Commodities between Buffalo, Black Rock, Susp. Bridge and stations in Canada.
Sup. 4 E. 1799	Sup. 4 C.Y. 10	Nov. 24, '09	Beet sugar, molasses, c.l., Berlin to Toronto, 5c. per 100 lbs.
Canadian Pacific Railway.			
Sup. 2 E. 1575	Sup. 2 E. 1161	Nov. 25, '09	Arbitraries to points east and south of Montreal.
Canadian Pacific Railway.			
Sup. 3 E. 1499	Sup. 3 E. 1084	Nov. 18, '09	Building material between various points.
E. 1591 Cancels E. 368	E. 1178	Dec. 20, '09	Classes, C. P. R. stations to points in New York, Pennsylvania, Ohio, and West Virginia.
E. 1602	E. 1189	Dec. 20, '09	Commodities, C. P. R. stations to points in U. S.
E. 1604	E. 1191	Nov. 20, '09	Machinery and structural steel, c.l., Toronto, ex Pittsburg, to Sault Ste. Marie, Ont.
Sup. 1 E. 1588	Sup. 1 E. 1175	Nov. 15, '09	Commodities between various points in Canada.
Sup. 1 E. 1575	Sup. 1 E. 1611	Nov. 16, '09	Arbitraries to points east and south of Montreal.
Sup. 2 E. 1499	Sup. 2 E. 1084	Nov. 13, '09	Building material between various points.
Sup. 8 E. 1340	Sup. 8 E. 924	Nov. 29, '09	Commodities, Eastern Canada to Nelson, Rossland, etc.
1608 Cancels E. 1383	E. 1195 Cancels E. 967	Dec. 22, '09	Grain, c.l., ex lakes, Owen Sound and Goderich, for milling in transit, and export via Boston.
E. 1609 Cancels E. 1384	E. 1196 Cancels E. 968	Nov. 23, '09	Grain, c.l., ex lakes, Owen Sound and Goderich, for milling and export via Montreal, Quebec and W. St. John.
Wabash R.R.			
Sup. 5 385	Sup. 5 A. 5868	Dec. 11, '09	Commodities, Chicago, St. Louis, etc., to points in Canada.
407 Cancels 371	B. 8912 Cancels A. 8912	Dec. 7, '09	Commodities, Chicago, St. Louis, etc., to Canadian points.
405 Cancels 353	H. 5698 Cancels G. 5698	Dec. 10, '09	Class and commodity, from Wab. R.R. stations in Canada to New York, Boston, etc., export.
410 Cancels 373	D. 6478 Cancels C. 6478	Nov. 28, '09	Asphalt paving blocks, c.l., Walkerville to various points.
Western Trunk Lines.			
Sup. 13 191	Sup. 13 21	Dec. 15, '09	Lumber, c.l., points in Iowa, Mich., Minn. and Wis. to stations in Ontario.
A. 43 Cancels A. 36	38 A. Cancels 38	Jan. 1, '09	Corn, c.l., Minnesota and Wis. points to points in Canada.
Sup. 2 A. 39	Sup. 2 49	Dec. 15, '09	Commodities, St. Paul, Duluth, etc., to Ontario.
Sup. 1 A. 34	Sup. 1 46	Jan. 1, '09	Corn, c.l., St. Paul, Duluth, etc., to Canadian points.

C.R.C.	R.R. No.	Effective.	Description.
Buffalo, Rochester and Pittsburg R.R.			
342 Cancels 298		Dec. 18, '09	Iron and steel articles and tin, B., R. & P. stations to points in Canada.
Lehigh and New England R.R.			
52 Cancels 47		Dec. 13, '09	Cement, c.l., L. & N. E. points to Montreal, St. Johns and Pont Rouge, P.Q.
53		Dec. 13, '09	Roofing slate, c.l., L. & N. E. points to Montreal.
Bessemer and Lake Erie R.R.			
71		Dec. 15, '09	New iron and steel rails, Bessemer, Cochrane and Munhall, Pa., to points in Canada.
Kanawha and Michigan Railway Company.			
3	B. 32	Dec. 6, '09	Brick fireproofing, etc., Athens, O., to Canada.
Delaware and Hudson Co.			
870 Cancels 61, 839, 841	F.D. 5206 Cancels F.D. 1475, 5023, 5025	Dec. 3, '09	Cement, c.l., Glen's Falls and Howe's Cave, N.Y., to points on C. P. R.
Sup. 3 838	Sup. 3 F.D. 5022	Dec. 3, '09	Commodities, D. & H. stations to points on C. P. R.
866	F.D.A. 851½	Nov. 22, '09	Class rates, New York, via Manhattan Nav. Co., to Montreal.
865	F.D. 13½	Nov. 22, '09	Copper rods and wire, c.l., New York to Montreal.
Erie R.R.			
140 Cancels 64	9458 Cancels 4394 and 7142	Nov. 26, '09	Iron and steel, c.l., North Tonawanda, N.Y., to points in Canada.
79	A. 3925	Dec. 1, '09	Billets and pig iron, c.l., Akron, Cleveland, etc., to points in Ontario.
144	9516	Dec. 17, '09	Printing paper, c.l., Johnsonburg, Pa., to Montreal, 20c. per 100 lbs.
Pennsylvania R.R.			
Sup. 4 J. 15		Nov. 30, '09	Classes, P. R.R. stations to points in Canada.
T.T. 31		Dec. 3, '09	Fire brick, c.l., St. Mary's and Daguscahonda, Pa., to Midland, Ont.
163		Dec. 24, '09	Iron pipe, rods, washers, etc., Washington, D.C., to Hamilton, 23c. per 100 lbs.
Lehigh Valley R.R.			
679		Dec. 1, '09	Coal tar oil in wood, L. V. R.R. points to Canada.
Baltimore and Ohio R.R.			
618		Nov. 29, '09	Iron and steel, B. & O. stations to points in Canada.
623 Cancels 130		Dec. 8, '09	Paving brick, c.l., Ohio and Penn. points to Canada.
Sup. 8 512		Dec. 10, '09	Scale boards, veneering, etc., Burnsville, W. Va., to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Despatch.			
G.M. 64		Dec. 1, '09	Class and commodity, Boston, import, to points in Canada.
Lake Erie and Western R.R.			
56 Cancels 11, 34 and 39	203 A.	Dec. 1, '09	Class and commodity, from L. E. & W. stations to points in Canada.
New York, New Haven and Hartford R.R.			
291 Cancels 255	24550	Dec. 1, '09	Commodities, N. Y., N. H. & H. R.R. points to Canada.
292	24551	Dec. 1, '09	Commodities, N. Y., N. H. & H. R.R. stations to Canadian points.
Central Freight Association			
Sup. 4 91	Sup. 4 15 A.	Dec. 11, '09	Class and commodity, points in Ontario to Memphis and other Southern States points.
Sup. 1 107	Sup. 1 81 A.	Nov. 30, '09	Paper, tar, pitch, etc., stations in Ontario to Illinois, Mich., Wis., etc.
Sup. 84 1	Sup. 4 12	Jan. 1, '09	Class and commodity, Canadian points to Duluth, St. Paul, Minneapolis, etc.
Sup. 7 94	Sup. 7 3 A.	Dec. 21, '09	Class and commodity, Canadian points to Eagle Pass, El Paso and Loredo, Tex.
Sup. 4 87	Sup. 4 117	Dec. 26, '09	Iron and steel articles, points in Ontario to stations in Ill., Minn., Wis. and Mich.
Seaboard Air Line.			
37 Cancels 23	1654 Cancels 1069	Dec. 6, '09	Fuller's earth and kaolin, c.l., stations in Florida to points in Canada.
Southern Railway.			
Sup. 14 16	Sup. 20 B. 14050	Dec. 7, '09	Cotton fabrics, Carolina and Georgia points to stations in Canada.
Galveston, Harrisburg and San Antonio Railway.			
Sup. 2 2	Sup. 2 145 E.	Dec. 8, '09	Commodities, points in Mexico to Canada.
Mobile and Ohio R.R.			
Sup. 2 19		Oct. 26, '09	Cotton, M. & O. points to Canada.
Hocking Valley Railway.			
102 Cancels 53	B. 1497 Cancels B. 1232	Nov. 25, '09	Building and paving brick, H. V. Ry. points to stations in Canada.
Baltimore and Ohio Southwestern R.R.			
163 Cancels 106	2231 A. Cancels H. 2231 A.	Dec. 10, '09	Pig iron, billets, etc., Cincinnati, Louisville, etc., to Canada.
Pere Marquette R.R.			
1106 Cancels 873	2832 Cancels 2271	Dec. 1, '09	Sugar, c.l., Wallaceburg to points in U. S.
Sup. 7 994	Sup 7 2575	Dec. 3, '09	Class and commodity, P. M. stations to Boston, New York, Baltimore, etc.
Sup. 5 489	Sup. 5 1248	Nov. 30, '09	Classes, P. M. stations in U. S. to P. M. stations in Canada.
1112 Cancels 157 and 218	2850 Cancels 299 and 541	Dec. 13, '09	Dressed meats, c.l., Chicago and Milwaukee to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Lake Shore and Michigan Southern R.R.			
Sup. 1 188		Nov. 22, '09	Commodities, L. S. & M. S. stations to Canadian points.
Sup. 9 178		Dec. 21, '09	Sand and gravel, c.l., L. S. & M. S. points to Ontario stations.
191 Cancels 65 and 152		Dec. 15, '09	Brick, sand, clay, etc., L. S. & M. S. stations to points in Canada.
Chicago, Cincinnati and Louisville R.R.			
Sup. 5 39	Sup. 5 769 A.	Dec. 1, '09	Grain and grain products, Chicago, Hammond, etc., to Canadian points.
42	2000	Nov. 26, '09	Class and commodity, C., C. & L. stations to points in Canada.
Sup. 3 34	Sup. 3 1100	Dec. 13, '09	Lumber, c.l., C., C. and L. R.R. stations to Canadian points.
Chicago, Milwaukee and St. Paul R.R.			
87 Cancels 76	3700 F. Cancels 3700 E.	Dec. 1, '09	Copper, c.l., C., M. & St. P. stations to Canadian points.
Cincinnati, Hamilton and Dayton R.R.			
210		Dec. 1, '09	Grain and grain products, c.l., C., H. & D. points to Canada.
Chicago and Northwestern Railway.			
78 Cancels 31	8301 A. Cancels 8301	Dec. 7, '09	Classes, stations in Mich. to points in Canada.
Chicago, Burlington and Quincey.			
Sup. 1 222	Sup. 1 1753 E.	Nov. 25, '09	Class and commodity, C., B. & Q. stations to points in Canada.
224 Cancels 203	871 C. Cancels 871 B.	Dec. 6, '09	Joiners' work, c.l., C., B. & Q. stations to points in Canada.
Sup. 6 211	Sup. 6 130 F.	Dec. 15, '09	Class and commodity, St. Louis, Hannibal, etc., to points in Canada.
Pittsburg, Cincinnati, Chicago and St. Louis R.R.			
Sup. 4 P. 21		Dec. 17, '09	Class and commodity, P., C., C. & St. L. stations to points in Ontario.
Cleveland, Cincinnati, Chicago and St. Louis Ry.			
Sup. 55 59	Sup. 55 1260 A.	Dec. 14, '09	Lumber, c.l., C., C., C. & St. L. stations to Canadian points.
Vandalia R.R.			
Sup. 22 14	Sup. 22 2273	Dec. 11, '09	Class and commodity, Vandalia R.R. points to Canada.
Chicago, Milwaukee and Puget Sound Railway.			
8 Cancels 7	117 B. Cancels 117 A.	Nov. 25, '09	Commodities, import, Tacoma and Seattle, Wash., to Canadian points.
Sup. 1 5	Sup. 1 115 A.	Dec. 30, '09	Class and commodity, points in Canada to Wash., Idaho and Spokane rate territory.
Central R.R. of New Jersey.			
358 Cancels 334		Dec. 15, '09	Cement, c.l., C. R.R. of N. J. points to points on C. P. R
359 Cancels 319		Dec. 15, '09	Iron and steel articles, C. R.R. of N. J. points to Perth and Montreal.
360		Nov. 19, '09	Pig iron, c.l., points in Pennsylvania to Toronto, $3.20 per gross ton.
New York Central and Hudson River R.R.			
1545 Cancels 1063	A. 15377 Cancels A. 9561	Dec. 9, '09	Brick, c.l., points in Pennsylvania to Canada.
Boston and Maine R.R.			
1053 Cancels 322, 398, 399, 402, 1009		Dec. 8, '09	Commodities, B. & M. points to Canada.
Louisville and Nashville R.R.			
Sup. 34 60	Sup. 5 G.F.O. 927	Dec. 9, '09	Classes, New Orleans, Mobile, etc., to points in Canada.
Boston and Albany R.R.			
189 Cancels 140	4680 Cancels 4089	Dec. 20, '09	Import class and commodity, Boston to points on G. T. Ry. and connections.
Canadian Pacific Railway.			
Sup. 2 E. 1539	Sup. 2 E. 1124	Nov. 25, '09	Interswitching lumber at Ottawa.
Sup. 2 E. 1588	Sup. 2 E. 1175	Nov. 27, '09	Sugar, c.l., Wallaceburg to Windsor, 8c per 100 lbs.

Suspension of lake and rail tariffs on Nov. 25, 1909.

Pere Marquette Railway.			
1111 Cancels 902	2847 Cancels 2334	Nov. 10, '09	Pig iron, c.l., Courtwright and Port Stanley to various Canadian points.
Duluth South Shore and Atlantic.			
236 Cancels 233	G.F.D. 12082 Cancels 10232	Dec. 20, '09	Acetate of lime, wood alcohol, formaldehyde, etc., New Furnace, Mich., to Montreal and Toronto.
237 Cancels 127	G.F.D. 10331 Cancels 8578	Dec. 18, '09	Lumber, c.l., D., S. S. and A. stations to points in Canada.
Bessemer and Lake Erie Ry.			
Sup. 13 2	Sup. 13 50	Oct. 30, '09	Classes, B. & L.E. points to stations in Ontario.
69 Cancels 41		Oct. 28, '09	Iron and steel, Covenant Harbor, O., to London and St. Thomas.
New York, New Haven and Hartford R.R.			
290	24608	Nov. 6, '09	Steel plates or strips in boxes, c.l., New Britain, Conn., to Lachine, 18c. per 100 lbs.
Bay of Quinte Railway.			
Sup. 25 71	Sup. 25 118	Oct. 2, '09	Pig iron c.l., Deseronto to Amherst, N.S., $3.75 per gross ton.
Southeastern Mississippi Valley Association.			
7		Nov. 1, '09	Class and commodity from Southern States points to Canada.
Central Freight Association.			
Sup. 8 88	Sup. 8 15-A.	Nov. 22, '09	Class and commodities between points in Ontario and stations in Oklahoma and Kansas.
Sup. 6 94	Sup. 6 3 A.	Nov. 21, '09	Class and commodity points in Ontario to Eagle Pass, El. Pass, and Loredo Tex.
106	127	Nov. 1, '09	Lumber, c.l., Chicago, St. Louis, etc., Ex. Pacific Coast to points in Ontario.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

342 **Alberta Representative.**—Manufacturers' agents now representing several Toronto firms desire to get in touch with manufacturers making lines which they could handle in conjunction with stationery, which they are now carrying, through Alberta.

343 **Buggy Hood Material, Sarven Wheels, Hubs, Wheel Material, etc.**—A carriage manufacturer and dealer in Sydney, Australia, is in the market to purchase and sell on commission the above products of Canadian manufacture. Old established firm, and financial position undoubted. Shipment will have to be made via New York.

344 **British Representative.**—Englishman with considerable experience in Great Britain and the United States desires to return to Great Britain as the represntative of a few reliable Canadian exporters.

345 **Bass Brooms.**—A large South African firm of general dealers desires to be placed in touch with Canadian shippers of bass brooms. Quotations to be c.i.f. East London.

346 **Boxboard.**—A London firm invite correspondence and quotations from Canadian manufacturers of boxboards who are in a position to undertake export business to South Africa.

347 **Barbed Wire.**—A South African firm desires to be placed in touch with Canadian shippers of barbed wire. Quotations to be c.i.f. East London and Delagoa Bay.

348 **Binder Twine.**—A large South African firm desires to be placed in touch with Canadian shippers of binder twine. Quotations to be c.i.f. East London.

349 **Broom Handles.**—A Manchester firm asks for prices of broom handles, all sizes, from Canadian manufacturers.

350 **Brass Fittings.**—A South African general hardware merchant desires to be placed in touch with Canadian shippers of brass fittings. Quotations to be c.i.f. Port Elizabeth.

351 **Buckboards and Carriages.**—A South African firm desires to be placed in touch with Canadian shippers of buckboards and carriages. Catalogues, discount and full information must be given, and quotations to be c.i.f. East London.

352 **Cotton Blankets, Window Blind Rollers, Cabinet-makers' Brassware, Cords, Tassels, Fringes, Upholsterers' Buttons, etc.; Cornice Poles and Fittings, Brass Extension Rods, Vacuum Cleaners, Webbing, Upholsterers' Springs, etc.**—One of the largest firms in the wholesale furniture business in Melbourne, Australia, are in the market to purchase the above and other goods from Canadian firms. Canadian and New York references. An excellent trade opportunity.

353 **Condensed Milk.**—Old established manufacturers' agency in Liverpool, England, are anxious to get in touch with condensed milk manufacturers. Claim to be able to sell 1,000 cases a week. Bankers' references on application.

354 **Carriages and Buckboards.**—A South African firm desires to be placed in touch with Canadian shippers of carriages and buckboards. Quotations to be c.i.f. East London.

355 **Carbide of Calcium.**—A firm largely using carbide of calcium would like to have full particulars and prices from Canadian manufacturers; c.i.f. Manchester or Liverpool.

356 **Clothes Pegs.**—A large South African firm of general dealers desires to be placed in touch with Canadian shippers of clothes pegs. Quotations to be c.i.f. East London.

357 **Children's Express Wagons.**—A large South African firm of general dealers desires to be placed in touch with Canadian shippers of children's express wagons. Quotations to be c.i.f. East London.

358 **Carriage Building Material.**—A large South African firm desires to be placed in touch with Canadian shippers of carriage building material. Quotations to be c.i.f. East London.

359 **Carriages and Buckboards.**—A large South African firm desires to be placed in touch with Canadian shippers of all kinds of carriages and buckboards. Quotations to be c.i.f. East London.

360 **Carriage Building Material.**—A large South African firm desires to be placed in touch with Canadian shippers of carriage building material. Quotations to be c.i.f. East London.

361 **Canned Fruit.**—A Manchester firm wishes to correspond with Canadian exporters of canned fruit.

362 **Carbide of Calcium.**—A correspondent in the south of England makes enquiry for the names of Canadian shippers of carbide of calcium.

363 **Drilling Ropes.**—A South African firm desires to be placed in touch with Canadian shippers of drilling ropes. Quotations to be c.i.f. East London.

364 **Export Agency, British and Foreign.**—Gentleman established in Birmingham, England, having travelled extensively abroad, and possessing wide experience and valuable continental and other foreign and colonial connections, is open to represent one or two first-class firms (on sole agency terms) for foreign and colonial trade. Special facilities offered for British representation. Principal lines preferred, in connection with metals, minerals, machinery, tools, hardware specialties, etc.

365 **Fruit Pulp, Raspberry, Black Currant and Apricot Fruit put up in Jars in Water for Making-up Purposes.**—A British Columbia firm manufacturing jams, etc., are in the market for the above goods. Are anxious for quotations immediately.

366 **Furniture.**—A South African firm desires to be placed in touch with Canadian shippers of house furniture. Quotations to be c.i.f. Durban.

367 **Fencing Material.**—A South African firm desires to be placed in touch with Canadian shippers of all kinds of fencing material. Quotations to be c.i.f. Durban.

368 **Furniture.**—Enquiry has been received from a firm in Newcastle-on-Tyne who wish to receive prices and particulars from Canadian manufacturers of kitchen furniture and bent-wood goods of all kinds.

369 **General Hardware, Hardware Specialties, etc.**—Well-known commission merchant in Sydney, Australia, desires to hear from Canadian manufacturers of the above goods seeking representation in these markets. Covers the whole of Australasia.

370 **Glycerine Tanks.**—A well-known chemical firm have a number of empty glycerine drums to dispose of. Will be glad to hear from firms interested.

371 **Greases and Oils.**—A South African firm desires to be placed in touch with Canadian shippers of all kinds of greases and oils. Quotations to be c.i.f. Durban.

372 **Hardware, Tools, Locks and Padlocks, General Merchandise, Household Goods, Kitchen Utensils (especially novelties of this kind, as egg beaters, etc., Woodenware (small articles only, Picture Frames (only for the exportation), Carriages (buggies and similar), Novelties of all kinds.**—A well-known manufacturers' agent of Hamburg, Germany, desires to hear from Canadian manufacturers of the above goods seeking export trade. States that a considerable business can be done.

373 **Harness Leather, Sole Leather, Leather Squares and Half Soles.**—A large South African firm of general dealers desires to be placed in touch with Canadian shippers of harness leather, sole leather, leather squares and half soles. Quotations to be c.i.f. East London.

374 **Household Goods, etc.**—A German firm desires to get in touch with Canadian manufacturers of household goods, kitchen utensils, cutlery, etc., and novelties.

375 **Kitchen Stoves and Oil Heaters.**—A large South African firm of general dealers desires to be placed in touch with Canadian shippers of kitchen stoves and oil heaters. Quotations to be c.i.f. East London.

376 **Leather.**—A South African firm desires to be placed in touch with Canadian shippers of sole leather. Quotations to be c.i.f. Durban.

377 **Lumber and Doors.**—A South African firm desires to be placed in touch with Canadian shippers of all kinds of lumber and doors. Quotations to be c.i.f. Durban.

378 **Lumber, Flooring and Ceiling Boards, Pine Doors and Shelving.**—A South African firm of commission agents desires to be placed in touch with Canadian shippers of lumber, flooring and ceiling boards, pine boards and shelving. Quotations to be f.o.b. Montreal and St. John.

379 **Leather.**—A firm of leather factors and importers in the north of England is open to consider prices, samples and other particulars from Canadian exporters of sole and upper leather.

380 **Leatherboard.**—A Manchester firm asks for prices and samples of leatherboard from Canadian manufacturers.

381 **Manufacturers' Agent.**—Prominent manufacturers' agent in Cape Town, South Africa, desires to hear from Canadian manufacturers seeking representation in that territory.

382 **Manufacturers' and Shipping Agent.**—Well-known resident of Bristol, England, has recently commenced operations as a manufacturers' agent and shipping broker. Will be pleased to hear from Canadian firms desiring such services. Canadian references.

383 **Mineral Oil, Cotton Oil, etc.**—A firm in Vienna, Austria, are anxious to get in touch with Canadian refiners of mineral and cotton oils. References.

384 **Machinery Agent in Eastern Canada.**—A well known machinery salesman, formerly connected with a large manufacturing establishment, has recently opened an office in Montreal as an agent. Is anxious to get in touch with Ontario and other manufacturers of first-class machinery. Excellent connections and references.

385 **Mining Material.**—A South African firm of commission agents desires to be placed in touch with Canadian shippers of all kinds of mining material. Quotations to be c.i.f. Durban.

386 **Maple Flooring and Flooring Blocks.**—A Liverpool company of timber merchants have a large demand for maple flooring and flooring blocks, and wish to get into touch with Canadian manufacturers who can supply these goods.

387 **Maple Flooring Blocks.**—A South Wales firm wishes to purchase supplies of maple flooring blocks, and would like to receive prices from Canadian exporters.

388 **Organs.**—A South African firm desires to be placed in touch with Canadian shippers of organs. Quotations to be c.i.f. East London.

389 **Office Furniture.**—A large South African firm desires to be placed in touch with Canadian manufacturers of metal office furniture. Quotations to be c.i.f East London.

390 **Peas, Blue Marrowfat.**—One of the largest firms of pea merchants in Boston, England, are in the market for Blue Marrowfat peas. Will buy in large quantities.

391 **Paper Bags.**—A South African firm of commission agents desires to be placed in touch with Canadian shippers of all kinds of paper bags. Quotations to be c.i.f. Durban.

392 **Pick and Broom Handles.**—A large South African firm desires to be placed in touch with Canadian shippers of pick and broom handles. Quotations to be c.i.f. East London.

393 **Paper.**—A South African manufacturers' agent desires to be placed in communication with Canadian exporters of printing and wrapping paper.

394 **Paper Bags.**—A South African manufacturers' agent desires to be placed in communication with Canadian exporters of paper bags.

395 **Preserved Meats.**—A firm in Lyons, France, desires the names of Canadian firms in a position to export preserved meats.

396 **Pine Doors.**—A Liverpool firm asks for prices and dimensions of pine doors from Canadian manufacturers.

397 **Pick Handles.**—A Liverpool firm asks for prices of pick handles, all sizes, from Canadian manufacturers.

398 **Pulleys.**—A Manchester firm now buying in the United States requests prices and sizes of wood split pulleys from Canadian manufacturers.

399 **Railway Material.**—A South African firm desires to be placed in touch with Canadian shippers of all kinds of railway material. Quotations to be c.i.f. Durban.

400 **Shovels and Spades.**—A South African firm desires to be placed in touch with Canadian shippers of shovels and spades. Quotations to be c.i.f. Durban.

401 **Spare Seats.**—A large South African firm desires to be placed in touch with Canadian shippers of spare seats for chairs. Quotations to be c.i.f. East London.

402 **Sole Leather.**—A South African firm desires to be placed in touch with Canadian shippers of sole leathers. Quotations to be c.i.f. East London, and sample cuttings to be sent.

403 **Spades and Shovels.**—A South African general hardware merchant desires to be placed in touch with Canadian shippers of spades and shovels. Quotations to be c.i.f. Port Elizabeth.

404 **Skewers.**—A Manchester firm asks for prices of hickory or maple skewers, 4½ inch, 5½ inch, 6 inch x 7-32 inch, from Canadian manufacturers.

405 **Traction Engines for Ploughing and Threshing.**—One of the largest firms of agricultural implement manufacturers and importers in Melbourne, Australia, is in the market for traction engines for oil, steam or gasoline power. Good bank references. Will pay cash against documents.

406 **Vertical Files.**—A Manchester firm asks for catalogues and price list of vertical files for correspondence from Canadian manufacturers.

407 **Winnipeg and Western Agents.**—Well-established firm of manufacturers' agents, with headquarters in Winnipeg, are anxious to get in touch with eastern manufacturers of underwear, sweaters and knitted caps, whom they could represent in the Winnipeg district.

408 **Wheat, Flour, Boots and Shoes.**—Well-known commission merchant of Cairo, Egypt, is in the market to purchase, and will sell on commission, the above goods. States that a considerable volume of business can be done in that territory.

409 **Wrapping Paper.**—A large South African firm of wholesale merchants desire to be placed in touch with Canadian shippers of wrapping paper. Quotations to be c.i.f. Durban.

410 **Wall Paper.**—A South African firm of commission agents desires to be placed in touch with Canadian shippers of wall paper. Quotations to be c.i.f. Durban.

411 **Wrapping Paper.**—A South African firm desires to be placed in touch with Canadian shippers of wrapping paper. Quotations to be c.i.f. Durban.

412 **Wash Boards.**—A large South African firm of general dealers desires to be placed in touch with Canadian shippers of wash boards. Quotations to be c.i.f. East London.

413 **Wood Alcohol and Acetate of Lime.**—A London company who are large buyers of wood alcohol and acetate of lime would like to receive quotations from Canadian manufacturers of these materials.

New Companies Incorporated

The Chrysotile Asbestos Co.; capital $1,600,000; head office, Montreal. W. L. Bond is solicitor.

The Canadian Graphite Co.; capital $200,000; head office, Montreal. G. H. Horsfall is a director.

The Victoria Button Co.; capital $20,000; head office, Montreal. T. C. Haynes is a director.

The Shawinigan Cotton Co.; capital $1,000,000; head office, Montreal. A. C. Calder is a director.

The News Pulp & Paper Co.; capital $1,000,000; head office, Montreal. J. T. Hackett is solicitor.

The Lumber Vulcanizing Corporation of Canada; capital $1,000,000; head office, Toronto. F. W. Griffiths, Niagara Falls, is solicitor.

The Wm. Caldwell Paper Co., Ltd.; capital $50,000; head office, Montreal. Wm. Caldwell, Westmount, Que., is a director.

The Consolidated Mining & Smelting Co., of Canada have increased their capital from $5,500,000 to $7,500,000.

Lacroix et Leger; capital $99,500; head office, Montreal. Alfred Lacroix is a director.

The Yellowhead Coal Co.; capital $2,000,000; head office, Toronto. Harcourt Ferguson is solicitor.

The Montreal Asbestos Co.; capital $500,000; head office, Montreal. H. C. Organ is a director.

The name of the Mergenthaler Company has been changed to Canadian Linotype, Limited.

Anthier Motor Co., Ltd., Montreal. Capital $40,000. Manufacturers of yachts, automobiles and motors. Henri Bourgie is a director.

Dominion Cereal Mfg Co., Victoriaville, Que. Capital $10,000. Grain dealers and manufacturers of cereals. Louis G. Heon is a director.

La Cie de Biscuits de Rimouski, Rimouski, Que. Capital $45,000. Jos. A. Gagnon is a director.

La Cie. de Navigation des Pelerinages, Montreal; capital, $90,000. Steamboat business. Jos. C. Desautels is a director.

O. B. Shoe Co., Ltd., Drummondville, Que. Capital $75,000. Manufacturers of boots and shoes, gloves, mittens, harness, valises and leather goods. Ovide Brouillard is a director.

The Standard Foundry & Machine Co., Ltd., Longueuil, Que. Capital $199,000. To take over the business of Standard Foundry Co., of Longueuil, and manufacture machinery, tools, pipes, drain covers, hydrants, etc. Philias Lariviere is a director.

Thetford Mines Asbestos Reserve Co., Thetford Mines, Que. Capital $1,000,000. Manufacturers and distributors of electricity, miners, etc. J. Eugene Roberge is a director.

The Dominion Oil Smelting Co., Ltd.; capital $100,000. Mining and smelting.

Hardman Hat Manufacturing Co., Ltd.; capital $15,000. Wholesale and retail manufacturers, repairers and dealers in hats, etc.

Pioneer Placer Mines, Ltd.; capital $500,000. Mining and developing.

Amalgamated Gold Mines of Sheep Creek, Ltd.; capital $1,000,000. Mining and developing.

The Canadian Brewing and Malting Co., Ltd.; capital $400,000. Brewers and maltsters.

The Fort Steele Trading Co., Ltd.; capital $50,000. Dealers in general merchandise.

John Miller & Son, Ltd., Vancouver; capital $30,000. Wholesale and retail dealers in hardware supplies and general merchandise.

North Pacific Coal Co., Ltd.; capital $3,000,000. Mining and developing.

Ocean Falls Co., Ltd.; capital $6,000,000. General Water Works Company.

Powell River Paper Co., Ltd.; capital $1,000,000. Manufacturers of pulp, paper and lumber.

Vancouver Labor Temple Co., Ltd.; capital $100,000. To acquire the property known as Labor Hall in Vancouver, B.C.

The Bear River Canyon Mining Co., Ltd.; capital $500,000. Mining and developing.

Christie & Co., Ltd.; capital $40,000. Lumber, shingle, sash and doors and box manufacturers.

The Otis Staples Lumber Co., Ltd., capital $750,000. Lumber manufacturers and dealers in builders' supplies of all kinds.

Pacific Coast Bridge Co., Ltd.; capital $350,000. Engineers, bridge builders, etc., etc.

The Arena Rink Co., Ltd.; capital $10,000. To construct and operate a skating and curling rink at Cranbrook, B.C.

The Crown Shingle Mill Co., Ltd.; capital $25,000. Lumber and shingle manufacturers.

Howe Sound and Northern Development Co., Ltd.; capital $500,000. To construct and maintain dykes, wharves, piers, etc., in the Pemberton Valley

New Columbia River Lumber Co., Ltd.; capital $5,000,000. General lumbering and dealers in grain, flour, etc., etc.

Michigan Optical Co.; capital, $20,000; head office, Toronto; T. F. Comerford, Detroit, is a director.

The Union Telephone Co.; capital, $10,000; head office, Drayton, Ont.; W. T. Whale, Peel County, Ont., is a director.

Publicity, Ltd.; capital, $60,000; head office, Toronto; W. J. Smart, Toronto, is a director. Printers and publishers.

AMONG THE INDUSTRIES

MARITIME.

It is reported that Donald Fraser & Sons will erect a mill at Fredericton, N.B.

Representatives of an English company of explosive manufacturers have been looking over sites in North Sydney, N.S. with the intention of establishing a Canadian branch. Messrs. Fielding and L. W. Garish, of London, Eng., are the men interested.

Plans for the proposed smelting works to be erected by the Imperial Mining and Refining Co. of North Sydney, N.S., have been prepared, and consist of a furnace building 120 by 42 feet, to contain a battery of four furnaces, each with a capacity of 250 tons; a power house 100 by 40 feet; a refining building 140 by 40 feet, and a laboratory 70 by 30 feet. The site is advantageously situated for transportation purposes.

QUEBEC.

The Riverview Shoe Company has purchased a building site at Beauport, P.Q.

An addition is being built to the Beardmore Building, St. Peter and Lemoine Streets, Montreal.

An office building will be erected at 230 St. James Street, Montreal, at a cost of half a million dollars.

The Montreal Street Railway Company will spend one million dollars on car building and machine shops.

A ten storey office building will be erected at the corner of St. James Street and Rolland Avenue, Montreal, at a cost of $150,000.

A Canadian branch of the Hayes Manufacturing Co. of Erie, Pa., will be established in Montreal. $50,000 will be spent on the plant.

The Canadian Furnace & Iron Co., of Three Rivers, P.Q., who suffered a severe loss by fire recently, may locate at Farnham, P.Q. From 300 to 500 men are employed.

Mr. John W. Paterson, president of the Paterson Mfg. Co., Ltd., Montreal, manufacturers of roofing material, died in Mobile, Alabama, on November 6th, after a long illness. Mr. Paterson was 64 years of age and a member of the Canadian Manufacturers Association.

WEST.

The Gordon Mitchell Drug Co., of Winnipeg, will erect a factory in that city.

The Pacific Auto and Garage Co., Vancouver, B.C., will erect a building in that city.

The Canadian Brewery and Malting Co. will erect a plant at a cost of $125,000 at Vancouver.

The International Harvester Co. will build a warehouse at Brandon, Man., at a cost of $75,000.

The Western Stove Manufacturing Co., of Portland, Ore., may build a Canadian branch at Calgary, Alta.

A stove factory is a possibility for Point Edward.

H. S. Hardman will open a hat factory in Vancouver, B.C.

An effort will be made to establish a fire clay industry at Matsqui, B.C.

The McLaughlin Carriage Co. is erecting a $25,000 warehouse in Calgary.

The Separate School Board of Brantford will spend $25,000 on a new school building.

Medicine Hat will supply the site for the factory of the Alberta Clay Products Co.

It is stated that Samuel Trees of Toronto will erect a $50,000 factory in Whitby, Ont.

The Hespeler Machinery Co. will build an extension to their plant. Work will commence at once.

The A. E. MacKenzie Co., of Brandon, Man., will build a large fireproof warehouse in that city.

The Clarksburg, Ont., Woolen Mills, owned by Telfer Bros. of Collingwood, were destroyed by fire recently.

A large addition will be built to the factory of the International Acheson Graphite Co. of Niagara Falls.

The Patent Holding and Manufacturing Co. of Spokane, will erect a wagon factory in Calgary next spring.

A match factory will be erected at Alexandria, Ont. Mr. W. A. Catton, of that place is interested in the company.

The Regal Automobile Co. will establish a branch in Windsor under the management of E. N. Richards of that city.

The Ross Sleeping Car Co. may establish a plant in Vancouver. It is understood that they have been inspecting a number of sites.

The Board of Trade of Ingersoll is in negotiation with a United States capitalist for the establishment of a worsted yarn and cloth mill.

The Standard Chemical Co., Toronto, are negotiating with the Council and Board of Trade of Sault Ste. Marie, with a view to the establishment of a refinery and charcoal plant at that place. The company, if the negotiations are successful, will spend $200,000.

The Electric Steel Co. of Canada has been incorporated and will establish a plant at Welland, Ont. Tyson S. Dynes, St. Louis,; George G. Goodrich, Saratoga, and A. S. Ramage, are the officers of the company. Plans have been prepared, a site selected, and work will begin on the first building, the billet mill, at once. It is proposed to erect additional mills next year for the making of finished products in iron and steel.

The Waterous Engine Works Co. has purchased the Seagrave Fire Apparatus Works at Walkerville, and will remove them to Brantford, where they will be merged with the local works, which will be extended. The company has already secured additional space, including the plant of the Waterous Wire Nail Works, which will locate elsewhere. About fifty additional hands will be employed.

JUDICIAL SALE of the Assets of the

Peterborough Shovel and Tool Company (Limited)

PURSUANT to an order of the High Court of Justice made by His Honour E. C. S. Huycke, Local Master of the High Court of Justice, at Peterborough, in the matter of the winding up of The Peterborough Shovel and Tool Company, Limited, sealed tenders will be received, addressed to the said Local Master, at his Chambers, Court House, Peterborough, Canada, and marked "Tender re The Peterborough Shovel and Tool Company, Limited," up to 2 o'clock in the afternoon

On the 14th day of December, 1909,

FOR THE PURCHASE OF THE FOLLOWING ASSETS OF THE SAID COMPANY :—

PARCEL NO. 1.—Real Estate and Buildings as follows:— The Factory Site, in the City of Peterborough, comprises a block of land centrally located, containing about two acres. The buildings have been erected for a matter of only a few years, are adapted to any class of manufacture, and consist of a one-storey brick factory, 68 ft. by 180 ft. 6 in., a brick store-room adjoining the factory, 68 ft. by 99 ft., both fronting on Stewart Street; brick warehouse, one and one-half storeys high, 39 ft. 11 in. by 114 ft. 9 in.; facing on Rink Street, frame pickling house, 18 ft. 6 in. by 18 ft. 4 in., and frame oil house, 10 ft. 3 in. by 14 ft. 10 in., with two oil tanks, located in the centre of the lot.

The shipping facilities are good, there being sidings and switches connecting with the Grand Trunk Railway and the Canadian Pacific Railway Company. The advantages of the City of Peterborough as a manufacturing centre, affording as it does, ample electrical power at reasonable rates, and practically unexcelled shipping facilities are so well known that no comments are necessary.

A plan of the buildings may be seen at the offices of the Liquidator.

PARCEL NO. 2.—Machinery and Equipment:— The machinery and equipment consist of machines and tools such as are required for the manufacture of shovels, spades, etc., and are in good working order.

PARCEL NO. 3.— Raw material, goods in process of manufacture and goods manufactured:— An inventory may be inspected at the offices of The Trusts and Guarantee Company, Limited, or at the works in Peterborough.

Tenders will be received for any one or more of such parcels.

TERMS OF SALE:— Ten per cent. with tender and balance within ten days after acceptance thereof, without interest. The tenders will be opened and considered at the Chamber of His Honor E. C. S. Huycke, Local Master of the High Court of Justice, at Peterborough, on the said 14th day of December, 1909, when all tenderers may be present, or represented.

Tenders must be accompanied by a marked cheque, payable to the order of the Liquidators, for 10 per cent. of the amount of tender, which will be returned if the tender should not be accepted. The highest or any tender not necessarily accepted.

The conditions of sale are the standing conditions of the Court, as far as applicable.

The purchaser shall search the title at his own expense, and the vendors shall not be required to furnish any abstract or produce any deeds, declarations, or other evidence of title, except those in their possession.

The purchaser shall have ten days in which to make any objections or requisitions in respect of the title, and in case the purchaser shall make any objections or requisitions which the vendors shall, from any cause, be unable or unwilling to answer, the vendors may at any time rescind the sale. In that case the purchaser shall be entitled to a return of the deposit, without interest, costs, or compensation.

Further particulars may be had on application to the Liquidators,

The Trusts & Guarantee Co., Limited, Toronto

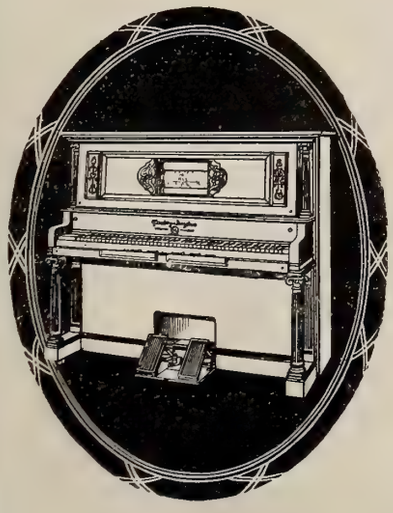
DATED AT PETERBOROUGH this 16th Day of November, A.D. 1909.

HALL, HAYES & HALL,
Peterborough, Ontario,
Solicitors for Liquidators.

E. C. S. HUYCKE,
Local Master
at Peterborough.

Men forget business cares in the enjoyment of

Gourlay-Angelus
Player-Pianos



A GOURLAY-ANGELUS provides ANYONE with the ability to play ANY music artistically.

In the opportunity for recreation thus afforded, many busy men find enjoyment hitherto undreamed of, as well as a complete rest from the business worries and cares of the day. If you find it hard to leave these cares behind you when you go home, depend upon it, a Gourlay-Angelus will make you forget them.

One Toronto manufacturer tells of this pleasure in a Gourlay-Angelus as follows:—"I have always been glad I purchased the Gourlay-Angelus. The longer I have it the more I enjoy it and the more I use it."

Write for Catalogue and Prices

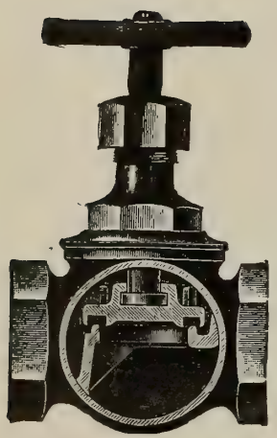
GOURLAY, WINTER & LEEMING,
188 Yonge St., Toronto

STEAM GOODS

THE CFCO LTD

Fairbanks' Renewable Disc Valves

are well and simply made and have many excellent features embodied in their construction. They are tight and remain tight under the most severe service. The disc is loose on the spindle allowing it to come to an even bearing on the seat, and it can be easily replaced in a few minutes, making the valve as good as new. They are heavy and doubly strong owing to correct distribution of metal. These points all count after the valve has been in service and mean the difference between a leaky, wasteful valve and a Fairbanks' Economical Valve.



Each Valve Guaranteed for its Rated Service.

Valves, Traps, Pipe, Pipe Fittings and EVERY POWER HOUSE REQUISITE.

The Canadian Fairbanks Co.
LIMITED

Fairbanks Scales—Fairbanks-Morse Gas Engines.

MONTREAL, TORONTO, ST. JOHN N.B.
WINNIPEG, CALGARY, VANCOUVER

What Does the Term "Overhead Expenses" Mean to You?

Line shaft and belt transmission system of power is costly. Authorities claim when the load factor is 25 per cent., it takes 66⅔ per cent. of the total power to operate the equipment connecting engine with machines. Entirely different with Hawthorn Induction Motors. Attached to the machine, to the floor, or ceiling directly above, a compact unit is formed, power waste eliminated, and area of floor space greatly increased. Only the necessary power is created and used. Maximum permissible speed can always be maintained. When the machine is not in use motors are shut off, thereby saving power. Operation is safe, simple, convenient. Hawthorn Induction Motors can be successfully applied to almost any line of machines, drills, presses, lathes, etc. Let the next man who saves power money be yourself. To do this you will need Booklet 1207.

Hawthorn
TRADE MARK.

Induction Motors

THE NORTHERN ELECTRIC AND MFG. CO. LIMITED — DYNAMOS MOTORS — TELEPHONES — ARC LAMPS — MONTREAL TORONTO WINNIPEG REGINA

THE NORTHERN ELECTRIC
AND MANUFACTURING CO. LIMITED

MONTREAL
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TORONTO
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Manufacturers and suppliers of all apparatus and eqiupment used in the construction, operation and maintenance of Telephone and Power Plants

REGINA

WINNIPEG
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BOILERS

Horizontal Return Tubular
Locomotive Portable Type
"Canada" Water Tube

All of our Boilers are manufactured in accordance with the most modern and approved shop, practice involving constant supervision from receipt and testing of materials to assembling of finished product.

CANADA FOUNDRY COMPANY, Limited

HEAD OFFICE, TORONTO

MONTREAL HALIFAX OTTAWA COBALT WINNIPEG CALGARY VANCOUVER ROSSLAND

ELECTRICAL EQUIPMENT :: FOR FACTORIES ::

In addition to manufacturing a complete line of Generators, Motors and other apparatus specially designed for Industrial Establishments, we furnish Arc Lamps, Incandescent Lamps, Special Reflectors and devices to ensure the most efficient service from the entire installation.

Canadian General Electric Co., Limited

MONTREAL OTTAWA HEAD OFFICE WINNIPEG VANCOUVER
HALIFAX COBALT TORONTO COBALT ROSSLAND

HOCUS-POCUS

THE days of so-called magic in advertising are no longer here—the rabbit-in-the-hat methods which deceived the eye long enough to gather in the price of admission are where they belong.

ADVERTISING is not a trick but a straight clean business proposition which can make a poor business good and a good business better, if it is properly handled.

THIS agency is handling the advertising of some of the leading companies in Canada and would like to handle yours, if you are in the market for something better than rabbit-in-the-hat methods or machine service. Your account, if intrusted to us, will have the DIRECT PERSONAL SERVICE of the members of this company—the men to whom, next to yourself, the success of your advertising means the most.

Correspondence is invited.

Dominion Advertising Company
LIMITED

E. M. WILCOX, President. FRANK H. ROWE, Vice-Pres. and Gen. Mgr.

123 Bay Street, - - - Toronto

OUR ACORN TRADE MARK

IS THE BUYER'S SAFEGUARD



THERE IS NO GUESS WORK ABOUT THIS BRAND

"ACORN" CORRUGATED GALVANIZED SHEETS

are galvanized in strict accordance with British Government specifications. Manufacturers would be foolish to cover their buildings with an inferior brand, when "Acorn" Sheets cost no more.

THEY ARE MANUFACTURED ONLY BY

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL



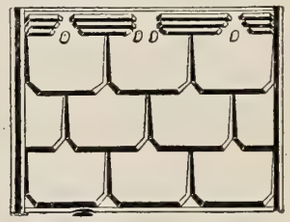
"An ounce of prevention is better than a pound of cure—A fireproof roof oft-times is better than insurance."
—The Philosopher of Metal Town.

A Fireproof Roof

has saved many dollars by fire—has prevented many a disastrous conflagration.

You may get insurance but consider the additional loss in the time occupied in rebuilding and restocking. Prevent all this by roofing your buildings with

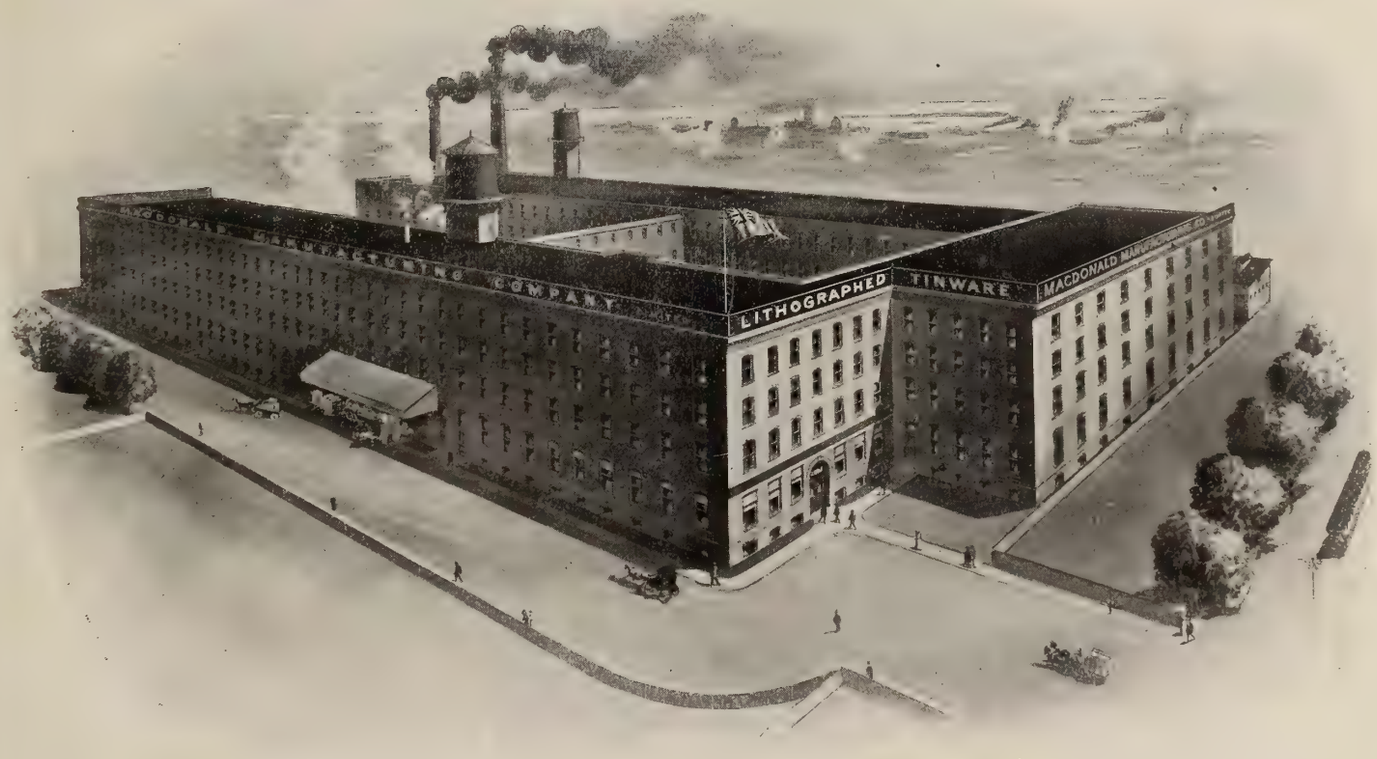
"Eastlake" Metallic Shingles



Made from the Heaviest and Toughest sheet steel—will last a lifetime. "Eastlake" Shingles are of neat design and absolutely weathertight.

You should have our catalogue No. 70. Many important hints on economic building. Write for it.

THE METALLIC ROOFING CO. LIMITED
Manufacturers and Exporters
TORONTO :: :: :: WINNIPEG



We think quality just as important in tinware as anything else. Compare our goods with others.

MACDONALD MANUFACTURING COMPANY, LIMITED.

PLAIN AND DECORATED TIN BOXES AND SIGNS.

Head Office and Works TORONTO — 39 St. Antoine St. MONTREAL — 111 Lombard St. WINNIPEG

Send for "Bedtime."
a book about Bedsteads

QUALITY BEDS LIMITED
MANUFACTURERS WELLAND CANADA

TRADE MARK ON EVERY BED

Beds of Quality

Artistically
Constructed
Beautifully
Finished

Elder, Dempster Line

CANADA to NASSAU, CUBA and MEXICO

Regular monthly sailings from ***Montreal*** and ***Halifax*** in summer, and from ***Halifax*** in winter. Calling at ***Nassau, (Bahamas), Havana, (Cuba), Tampico, Vera Cruz, Coatzacoalcos and Progreso, (Mexico).***

First-Class Passenger Accommodation

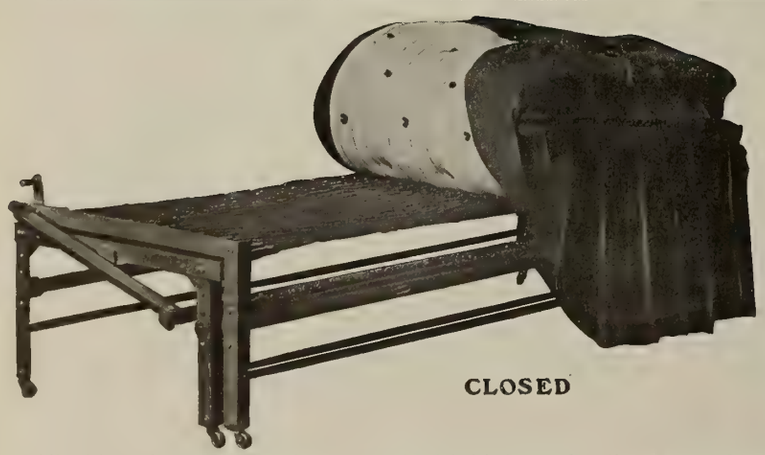
These vessels will carry cargo for
Victoria and Vancouver, B.C.
via the Tehuantepec Isthmus.

For further information apply to

OR TO
Jas. DeWolf & Son,
Halifax

Elder, Dempster & Co.
Board of Trade Bldg.
Montreal

Something Better than the Ordinary Couch-Bed



CLOSED

"SLUMBER" COUCH-BED

(PATENTED)

All Metal.
Sanitary, Mattress is Removable for Airing.
Durable.
Extends nearly automatically, and from either end.
BOTH sections are SAME length, 6 ft. 1 in.
SIZE: Closed, 2 ft. 3 in. x 6 ft. 1 in.
Extended, 4 ft. 2 in. x 6 ft. 1 in.

The hinged mattress pad is covered with high-grade olive-green denim, and has a pleated vallance on three sides.
If your dealer cannot supply you, write to us direct.

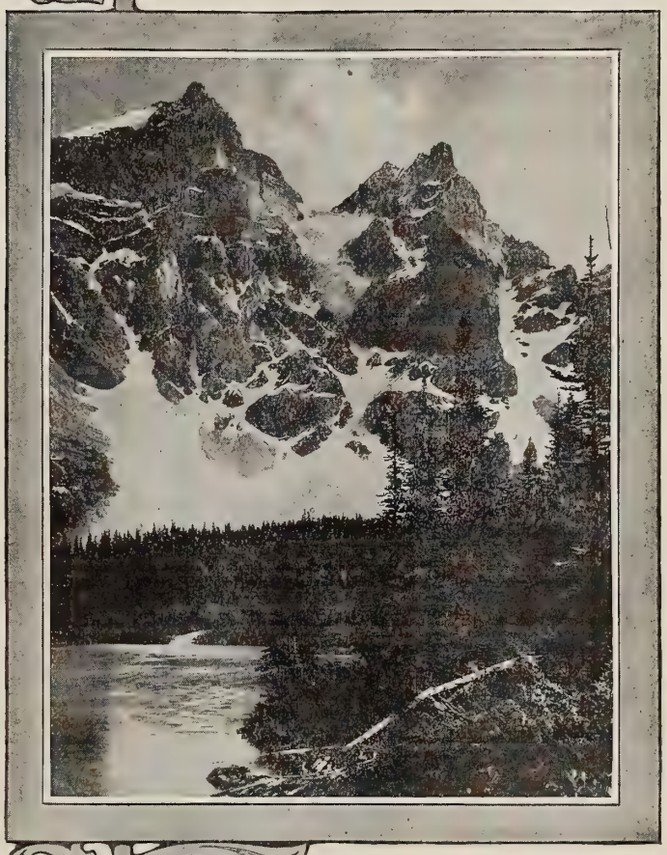
GUARANTEED ALASKA BEDDING

The Alaska Feather & Down Co., Limited
MONTREAL and WINNIPEG



EXTENDED

50 SWITZERLANDS IN ONE



CANADIAN ROCKY MOUNTAINS

MORAINE LAKE

Near Lake Louise Hotel, in the Canadian Rockies, is this wonderful Morain Lake. Words fail to tell of the beauty of this region, which is one of the scenic marvels of the world. Here a most delightful vacation may be enjoyed. A paradise for the mountaineer, geologist, naturalist and mineralogist.

Send for "Challenge of the Mountains."

COMFORTABLY REACHED BY THE LUXURIOUS TRAINS OF THE

CANADIAN PACIFIC RAILWAY

ROBERT KERR PASSENGER TRAFFIC MANAGER
MONTREAL.

President and General Manager,
D. C. CAMERON,
Winnipeg.

Assist. General Manager,
WM. ROBERTSON,
Vancouver.

Secretary-Treasurer,
WILSON BELL,
Winnipeg.

CODES: A.B.C. 5th EDITION AND TELECODE

The Rat Portage Lumber Co'y
Limited

Manufacturers of Fir, Cedar and Spruce Lumber, Cedar Shingles, Fir and Cedar Lath

Fir Timbers for Heavy Construction Work, E. G. Flooring and Stepping, Cedar Siding and Finish, also Car Sills and Sheathing

QUOTATIONS ON APPLICATION

VANCOUVER, B.C., and
HARRISON RIVER, B.C.

Mills at—Winnipeg, Man., Kenora, Ont.
Rainy River, Ont., Banning, Ont.
Vancouver, B.C., Harrison, B.C.

Head Office for British Columbia—Vancouver.

MADE IN CANADA

CANADIAN OIL COMPANIES, Limited

HEAD OFFICE, TORONTO, ONT. **Branches throughout the Dominion**

REFINERS AND MANUFACTURERS OF

High-Grade Refined Oils and Greases, Boiler Compounds, Paraffine Wax and Candles, Linseed Oil Soap, and
STERLING BRAND of chemically pure White Lead, Paints and Varnishes.

OIL REFINERY, Petrolia, Ont. **STERLING PAINT WORKS, Toronto, Ont.**

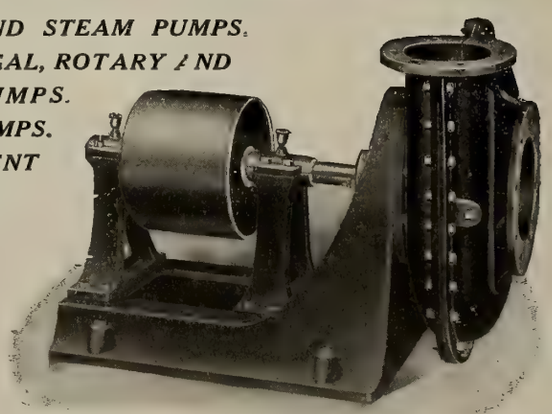
SITUATION WANTED.

Young man, with considerable experience in Freight Rates, Classification, Routing and Claims, desires position in Canada. Applicant is at present in the Traffic Department of big United States industrial company. Apply X., this office.

TRANSLATION BUREAU.

Mr. Maurice Roy has opened up a *translation bureau* for French, German and Spanish, where all correspondence will receive careful attention. Mr. Roy has had a wide experience in this particular kind of work, and solicits the patronage of Canadian manufacturers who are doing business in foreign countries. Catalogues, advertising and price lists a specialty. Please address, M. Roy, 65 Victoria Street, Toronto, Ont.

POWER AND STEAM PUMPS.
CENTRIFUGAL, ROTARY AND STUFF PUMPS.
FORCE PUMPS.
INDEPENDENT JET CONDENSERS
TRAVELLING CRANES, ETC



THE SMART-TURNER MACHINE CO., Limited
HAMILTON, - ONTARIO

The British Columbia Mills Timber and Trading Co.

Head Office: VANCOUVER, B.C.

Oldest Established Mill in British Columbia

Largest Kiln Capacity in British Columbia

Try our exceptionally Good Grade of **1 x 3 Edge Grain Flooring and 5-8 x 3 Ceiling.** It looks much nicer and makes a better Job than the Wider Material.

We can ship promptly Sash, Doors and Mouldings, in Mixed Cars with ANY KIND OF LUMBER, Dimensions and Uppers, Fir, Cedar or Spruce. We have big stocks. Send us your orders and they will receive prompt attention. We are Manufacturers and Wholesalers only and do not operate and have no financial interest in any retail yards.

WINNIPEG OFFICE

603 McIntyre Block, P.O. Box 161

BRANCHES—Royal City Mills, Vancouver; Royal City Mills, New Westminster, Hastings Saw Mill, Vancouver; Moodyville Saw Mill, Burrard Inlet.

CODE: "American Lumberman Telecode."

Indestructible Factory Stool



"Will never have to be replaced."

WE eliminate all ***Breakages*** and ***Your Men's Time*** in repairing the old wooden "makeshift." The price is very reasonable. Write for particulars.

We also manufacture
WIRE CLOTH
for all purposes.

LOCKERS
FOUNDRY SUPPLIES
ORNAMENTAL WIRE and IRON WORK

Illustrating a Steel Stool with Back Rest

Canada Wire Goods Mfg. Co.
HAMILTON.

When you talk of the Best

Set Screws
Cap Screws
Nuts

you immediately think of

"Morrow's"
INGERSOLL



MADE IN CANADA.

CANADIAN HART WHEELS

CUT FASTER
LAST LONGER

Than any other wheels on the market

Tell us the service you want performed and we will supply you with an abraser that will save you time, money and worry.

Send for one of our catalogues and tell us your troubles. We do the rest.

CANADIAN HART WHEELS, LIMITED
450 BARTON ST. EAST.,
Hamilton, : : Ontario



Dominion Express
MONEY ORDERS



Safe Convenient Economical

Payment is guaranteed and a prompt refund will be made, or a new order issued without extra charge, if order is lost, stolen or delayed in transit.

Payable at par in over 30,000 places in Canada, United States, Newfoundland, West Indies, Central and South America, Hawaii, Philippines and the Yukon.

FOREIGN CHEQUES

issued in Sterling, Marks, Francs, Lire, etc., payable in all commercial countries of the world at current rates.

Travelers' Cheques. Superior to Letters of Credit

In denominations of $10, $20, $50, $100 and $200, with equivalents in Foreign Money printed on each cheque. They are self-identifying and payable everywhere.

General Offices - TORONTO



Agencies Throughout Canada

Numerous branch agencies in Drug Stores, etc., convenient to business and residential districts, open early and late.



DOMINION PAPER BOX Co. LIMITED
469-483 KING STREET WEST
TORONTO
MANUFACTURERS OF PAPER BOXES OF EVERY DESCRIPTION.



Bank and Office Fittings

INTERIOR FINISH
for Public Buildings
and Residences
Church, School, Lodge
and Opera House
FURNITURE

The
Globe Furniture Co.
Limited
MANUFACTURERS
Walkerville, - Ontario

SILVERWARE

Table Silverware for Hotels, Steamships, Clubs and Family Use

Cutlery and Flatware

Sterling Silver and Electro-Plated

TRADE MARK
1847 ROGERS BROS.

MAKERS OF
Trophies, Medals and Shields
For Presentation and Athletic Events

MERIDEN BRITANNIA CO.
HAMILTON, ONT.

DOVERCOURT
TWINE MILLS
TRADE MARK.

MANUFACTURERS OF
HIGHEST GRADE

TWINES

OF ALL KINDS
ETC., ETC.

Shurly & Derrett
LIMITED
1078 Bloor Street West
TORONTO



"GLOBE" TIME RECORDERS

Years of experience of many firms in Canada prove that the ***GLOBE TIME RECORDERS*** give more and better results than any other.

LET US SHOW YOU : compare ours with others and we will be satisfied. Our Recorders are made in four sizes, viz., for 50, 100, 150 and 200 employees, and in various styles, automatic and handshift, built to your order to meet your requirements of time keeping.

On all our Recorders we can put our two-color ribbon attachment, which working automatically, prints all lates, short and over-time in ***RED*** ; all regular time in ***PURPLE.***

CARD TIME RECORDERS :—We have the best Card Clocks on the market at low prices, also Card Clocks which Automatically Compute the time for Job Work, Costing Systems, etc. WRITE US, FULL INFORMATION ON APPLICATION

W. A. WOOD MANUFACTURER

19 BLEURY STREET, MONTREAL

CANADIAN MANUFACTURERS ASSOCIATION.

In purchasing all your supplies from THE CANADA PAINT COMPANY you save time, freight and money inasmuch as THE CANADA PAINT COMPANY manufacture every Varnish, Stain, Enamel, Paint and Color used by the Painter, Varnisher and Manufacturer.

THE CANADA PAINT COMPANY LIMITED

CABLES GERMAN

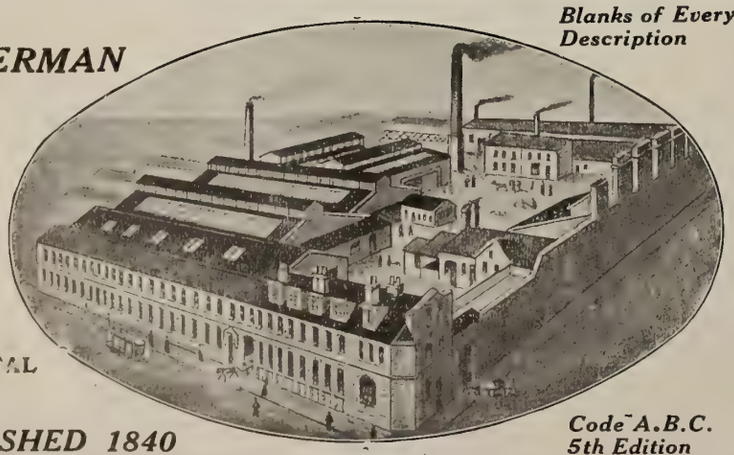
GERMAN SILVER

COPPER

BRASS

PLAIN ROLLED AND ORNAMENTAL WIRES

ESTABLISHED 1840



Blanks of Every Description

Code A.B.C. 5th Edition

Barker & Allen LIMITED BIRMINGHAM ENGLAND

Manufacturers of

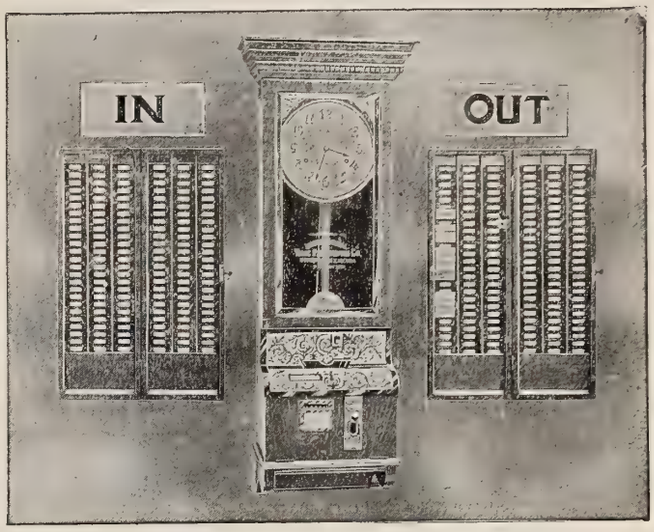
German Silver, Copper and Brass Sheet Metal

Also Wires of all Description for Silversmiths and Electro-Plate Manufacturers

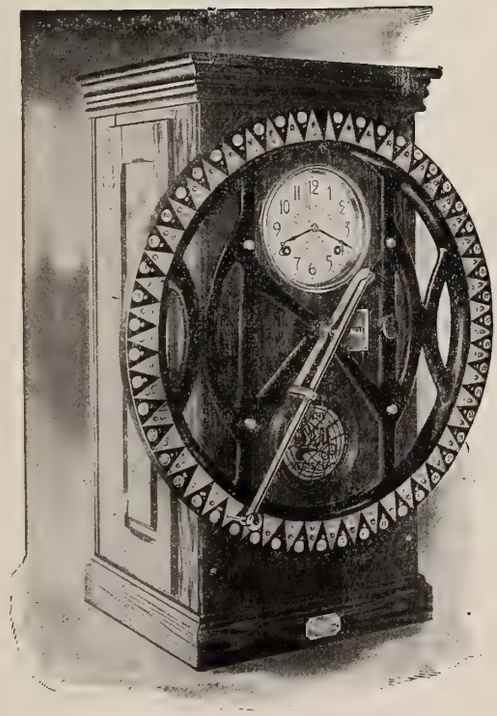
WRITE FOR OUR CATALOGUE

The Most Complete Pattern Book Ever Issued to the Trade

PROTECT YOUR PAY ROLL



THE chief item in the expense account of the average business concern is the cost of labor. Labor cost represents Time for which the employer pays Money. It naturally follows that an efficient system of checking the time given by the employees in exchange for their employers' money is essential to the proper conduct of business. No system that is in the least dependent for its operation upon the honesty or energy of a clerk will give very satisfactory results. A clerk is only human. He has his likes and dislikes; his fits of laziness; of indisposition; of carelessness. The perfect system is the



International Rochester Card Time Recorder

THIS system is entirely automatic and is the very acme of simplicity. It consists of a clock with a special mechanism, two card racks and sufficient cards of a simple ruling, as shown in the above illustration. When ringing "in" the employee takes his card (designated by name and number) from the "out" rack, stamps it on the clock, and places it in a corresponding pocket on the "in" rack. On his card the exact time of his arrival—day, hour and minute—has been recorded. He repeats the operation whenever going in or out. At the end of the week your card racks contain an absolutely accurate record of the time worked by every employee. This system cannot err or be manipulated. Its records are absolutely indisputable. Could anything be more satisfactory?

We are also manufacturers of the well-known

DEY DIAL

another entirely automatic time-recording system, manufactured in eighty-eight different styles.

No matter what the nature of your business may be, or how large or small its size, we can supply you with a time-recording system at a fraction of the cost of a human timekeeper and with infinitely better results.

WE SOLICIT YOUR ENQUIRY

INTERNATIONAL TIME RECORDING COMPANY

OF CANADA, LIMITED

25 Alice Street .:. .:. Toronto, Canada

The Pride of the Paper Trade

BEWARE OF IMITATIONS

FOR LETTER HEADS etc.



FOR ACCOUNT BOOKS

THE ABOVE WATER-MARK ON EACH SHEET

Made in Canada by **The Rolland Paper Co.**

HIGH GRADE PAPER MAKERS

Elliott Business College

Toronto

Nov. 18th, 1909

The Barber and Ellis Co., Limited,
Envelope Manufacturers, Toronto.

Gentlemen:

For fourteen years I have used your No. 155-8 Envelopes, and they have always given me entire satisfaction. In general appearance, quality and cost they are all that can be desired for business purposes. These envelopes are particularly suitable for fine penmanship.

Yours truly,

W. J. Elliott.

The Barber & Ellis Co., Limited,
Brantford, Toronto, Winnipeg.



Underwood

THE Public buy 300 Underwood Typewriters every day. They would buy more if more were made.

United Typewriter Co. Limited

In all Canadian Cities.

THE RIORDON PAPER MILLS

LIMITED

Head Office: FISHER BLDG., Victoria Square MONTREAL.

Mills at Merritton, Ont., Hawkesbury, Ont.

Manufacturers of
News Paper, Hanging Paper,
Heavy Wrapping Papers and all
lines of Building Paper.
The largest manufacturers of
Sulphite Fibre Wood Pulp in
the British Dominions.

Established in 1836. Incorporated by Royal Charter in 1840.

The Bank of British North America

Paid-up Capital, $4,866,666.66
Reserve Fund, $2,336,000

Head Office: 5 Gracechurch St., London, E.C.
W. S. Goldby, Manager. A. G. Wallis, Secretary

Court of Directors

J. H. Brodie, Esq. — John James Cater, Esq.
J. H. Mayne Campbell, Esq — Richard H. Glyn, Esq.
E. A. Hoare, Esq. — H. J. B. Kendall, Esq.
Frederic Lubbock, Esq. — C. W. Tomkinson, Esq.
Geo. D. Whatman, Esq.

Head Office in Canada: St. James St., Montreal.

H. Stikeman, General Manager.

James Elmsly, Superintendent of Branches.
H. B. Mackenzie, Superintendent of Central Branches, Winnipeg.
James Anderson, Inspector.
O. R. Rowley, Inspector of Branch Returns.
J. H. Gillard, Assistant Inspector. F. Hope, Assistant Inspector.

THE BANK HAS 64 BRANCHES DISTRIBUTED THROUGH OUT NOVA SCOTIA, NEW BRUNSWICK, ONTARIO, QUEBEC, MANITOBA, SASKATCHEWAN, ALBERTA, BRITISH COLUMBIA AND THE YUKON.

AGENCIES IN THE UNITED STATES

NEW YORK, 52 Wall Street—H. M. J. McMichael and W. T. Oliver Agents.
SAN FRANCISCO, 120 Sansome Street—J. C. Welsh and A. S. Ireland, Agents.
CHICAGO, Merchant's Loan and Trust Co.
London Bankers—The Bank of England. Messrs. Glyn & Co.

Special Care Given to Savings Accounts.

Issues Circular Letters of Credit for Travellers, available in all parts of the world. Drafts on South Africa and West Indies may be obtained at the Bank's Branches. Agents in Canada for Colonial Bank, London and West Indies.

We Make Prompt Collections

Our extensive branch and agency system covers the Dominion of Canada and enables us to offer to the wholesale dealer, economy and promptness in the collection of drafts and notes.

Ask our managers for rates and information regarding our collection service.

87 BRANCHES **250 AGENTS**

The
Traders Bank of Canada

CANADA COATING MILLS, LIMITED.

Manufacturers of Fine Enameled Book and Lithographic

PAPERS

Coated Cardboard and Folding Box Boards

Every Facility for Handling Large Orders Carefully and Speedily

Canada Coating Mills, Limited
GEORGETOWN, ONT.

TORONTO OFFICE
Room 103 Mail Building

THE CANADIAN BANK OF COMMERCE

HEAD OFFICE, TORONTO ESTABLISHED 1867

B. E. WALKER, President
ALEXANDER LAIRD, General Manager

Paid-up Capital, - - $10,000,000
Reserve Fund, - - 6,000,000

TRAVELLERS' CHEQUES

The new Travellers' Cheques recently issued by this Bank are a most convenient way in which to carry money when travelling. They are issued in denominations of

$10, $20, $50, $100 and $200

and the exact amount payable in **Austria, Belgium, Denmark, France, Germany, Great Britain, Holland, Italy, Norway, Russia, Sweden** and **Switzerland** is stated on the face of each cheque, while in other countries they are payable at current rates.

The cheques and all information regarding them may be obtained at every office of the bank. 131 B

Three Things Worth Considering When Ordering

BAGS

QUALITY, PRINTING AND PRICE

Let Us Quote You

The SMART BAG COMPANY, Limited

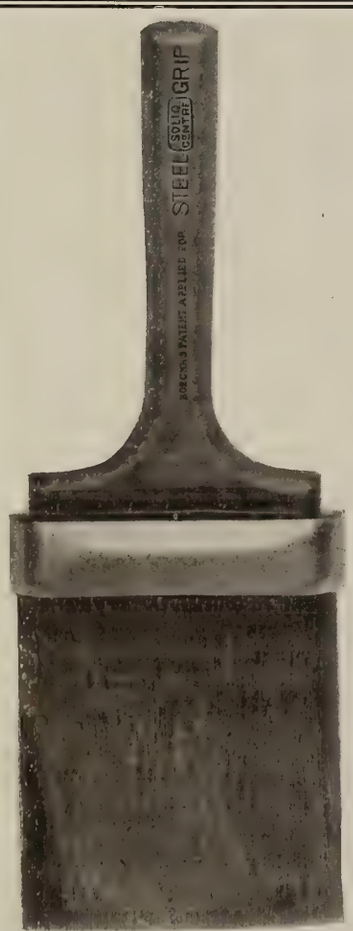
FACTORIES AND OFFICES:

MONTREAL TORONTO WINNIPEG

Head Office: MONTREAL

E. J. HOLLAND, Agent, Haileybury

W. A. JAMES, Agent, Vancouver.



BOECKH'S Steel SOLID CENTRE Grip

PAINT AND VARNISH BRUSHES

are compressed in solid steel bands and cannot become loose or shed the Bristles. Made in oval and flat. Not affected by heat. Specially adapted for factory use. Write for full particulars.

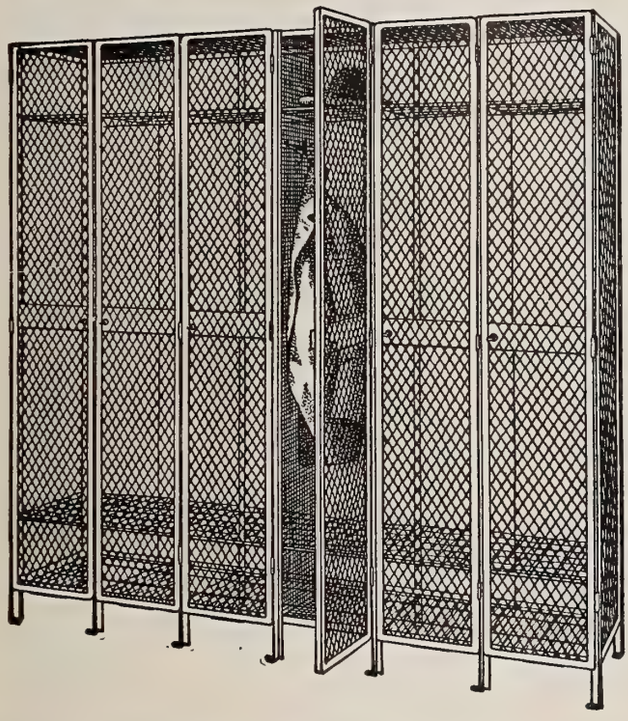


Manufactured by

THE BOECKH BROS. COMPANY, LTD.

TORONTO and MONTREAL

FACTORY LOCKERS

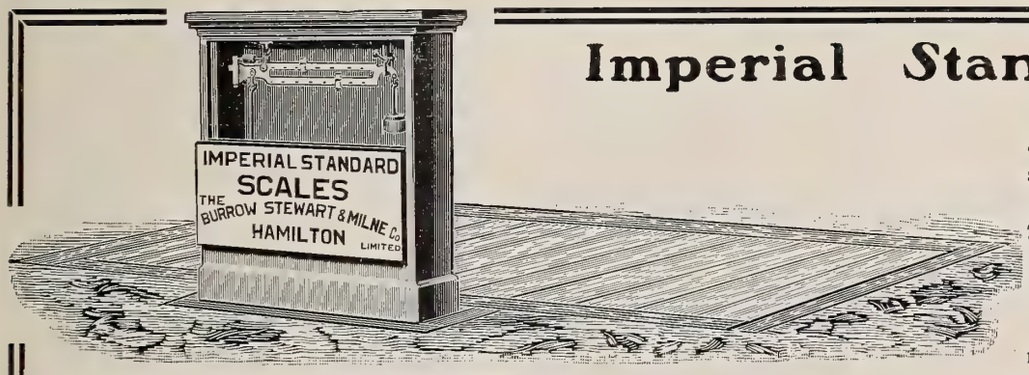


Manufacturers are Invited to Write for our New Catalogue

The Geo. B. Meadows Toronto Wire, Iron and Brass Works Co., Limited

479 WELLINGTON STREET WEST
TORONTO, CANADA

Imperial Standard Scales



Wagon Scales from 3 to 15 tons capacity, of the very best pattern and strong and accurate.

SINGLE BEAM, DOUBLE BEAM, COMPOUND BEAM

Special prices on application to the manufacturers

Catalogue of 128 pages showing scales for all purposes, of all capacities for use in any business sent to any dealer on application.

The Burrow, Stewart & Milne Co., Limited,
HAMILTON, ONTARIO



Canadian Ornamental Iron Co.

OFFICE: 243 CONFEDERATION CHAMBERS

MANUFACTURERS OF ORNAMENTAL IRON WORK.
OUR SPECIALTY "LEA'S MODERN METHOD STAIR," lightest, strongest, neatest Stair on earth, being used now in most modern buildings under construction in Toronto.
GET OUR DETAILS AND PRICES FOR ANY SIZE BUILDING.
WORKERS OF ART METAL.

JOSEPH LEA - - Manager



ELEVATOR TALK

ELEVATORS are coming into use more and more every year and each year brings out new ideas and improved models. The elevator, either passenger or freight, of five years ago, is not the elevator of to-day. Just the same with autos, etc., and nearly all classes of apparatus. If there had been no improvement over George Stevenson's first locomotive, Canada would probably have been developed as far as Montreal; but by British brains, and sticktoitiveness, improvements have been made and we see a wonderful development from coast to coast. A few years ago such a thing as an elevator to raise one hundred and twenty tons would have been thought an impossibility, but the Parkin Elevator Co., have installed such a one and it works with the ease and safety of the modern passenger elevator. We only mention this to show our capacity. You may have heard things from our competitors about us, for they don't like us, because we sell a good elevator at a fair price. We have forty-two contracts on hand at the present time, and a staff of nearly one hundred workmen, and people don't generally buy until they investigate. This means something, doesn't it?

The Parkin Elevator Company, Limited

Makers of every Type of Passenger and Freight Elevator.

Head Office and Works at HESPELER, ONT. *TORONTO OFFICE: (Phone Main 7679) 18 Toronto St*

MONTREAL OFFICE: Eastern Townships Bank. Phone Main 4615.

"Buffalo Quality"

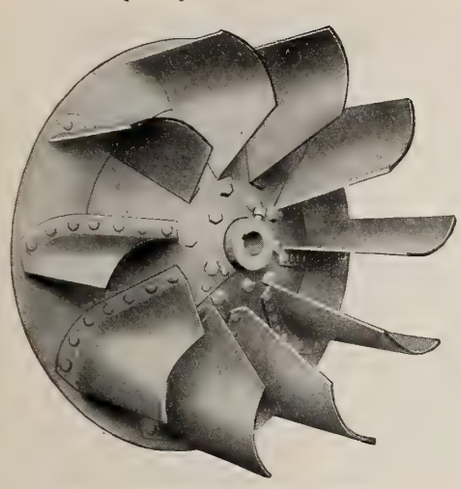
Made in Canada

Buffalo Slow Speed Exhauster

Slow Speed Low Power

¶ With a reduction of 20 per cent. in speed and a saving of 10 per cent. in power, the Buffalo Slow Speed Exhauster does the same work as the Standard Exhauster of the same size.

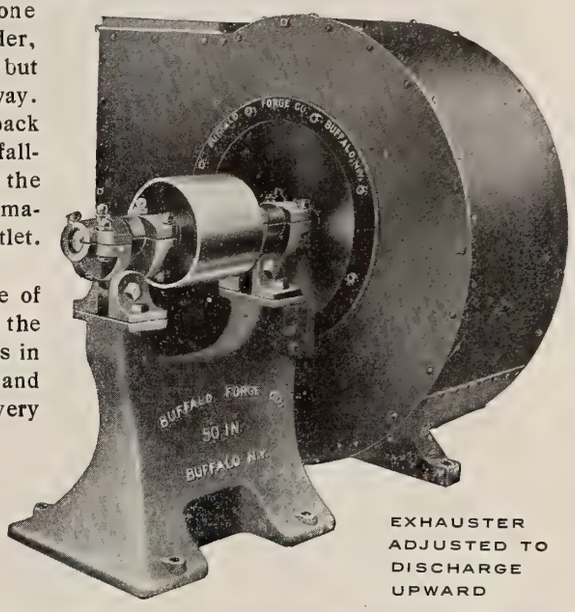
¶ The material is handled along the line of least resistance, without a sudden change of direction. The cone hub used instead of a spider, offers no obstructions, but guides the material on its way. The projecting flange at the back of the blast wheel prevents falling material; it maintains the momentum and throws the material clear into the outlet. There is no clogging.



SLOW SPEED BLAST WHEEL

¶ The reversible housing is adjustable to either hand or to any angle of discharge. To change the discharge, just loosen the bolts holding the housing to the pedestals, revolve the housing until the discharge points in the desired direction, tighten the bolts and it's done. Crossed belts and sharp angles in piping are avoided. It fits any place. It meets every condition.

Write for particulars.

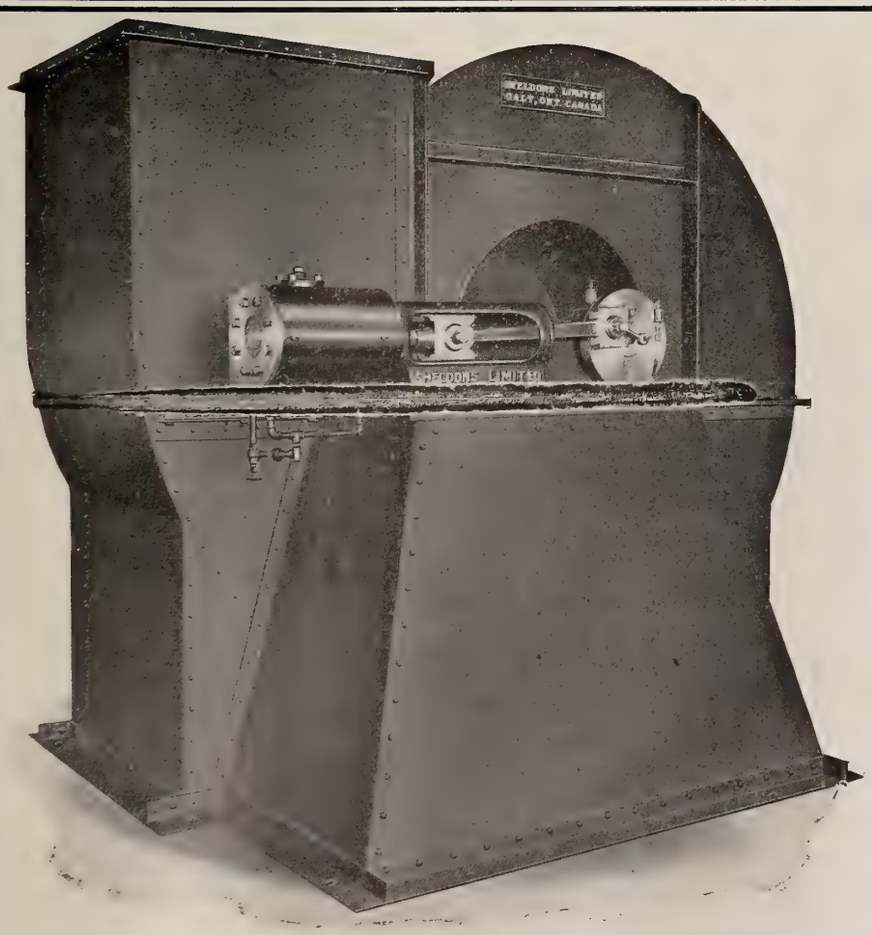


EXHAUSTER ADJUSTED TO DISCHARGE UPWARD

Canadian Buffalo Forge Co., Limited

Engineers and Manufacturers

Montreal -:- -:- Quebec



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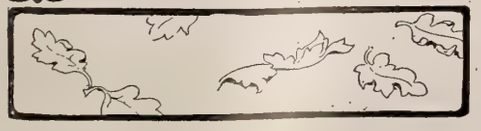
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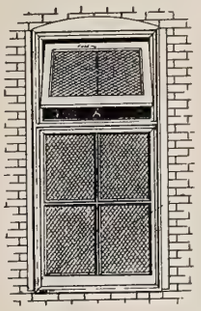


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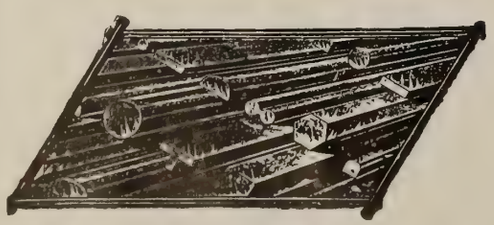
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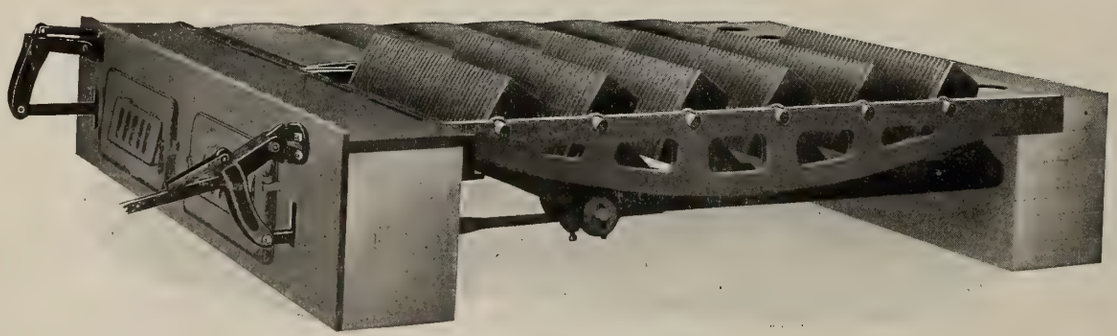
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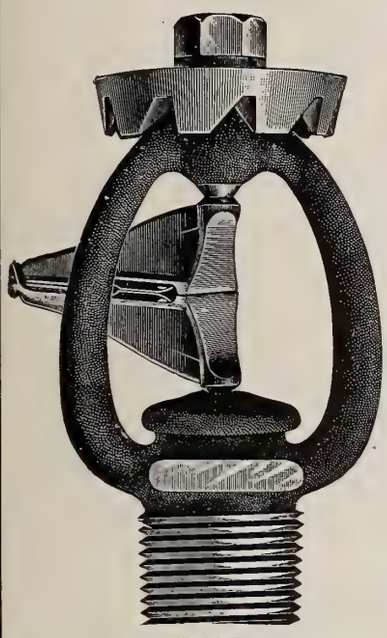
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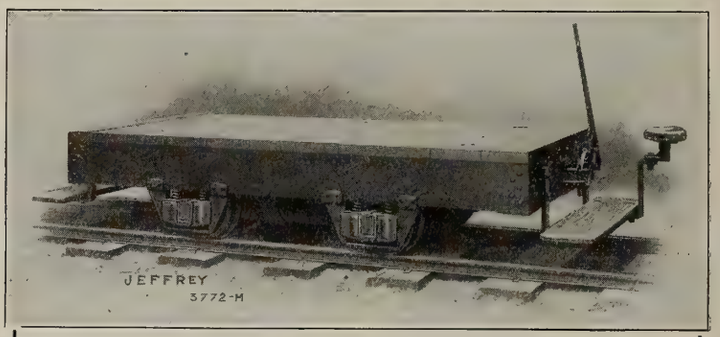
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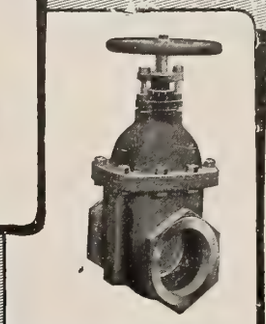
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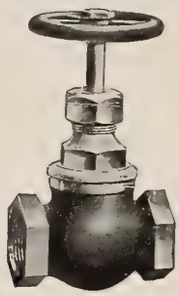
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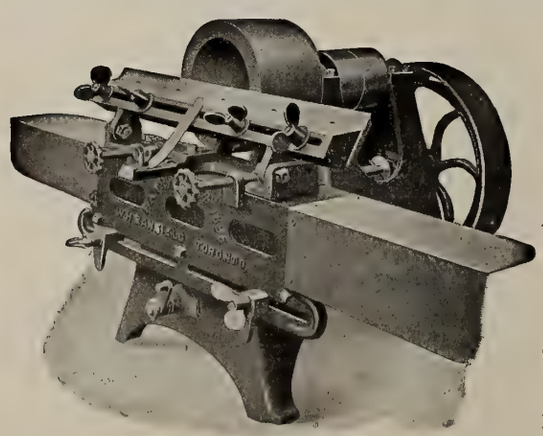
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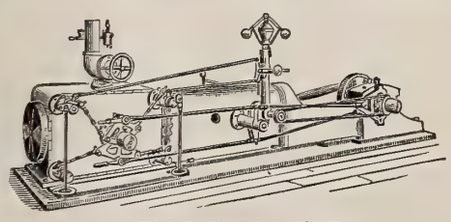
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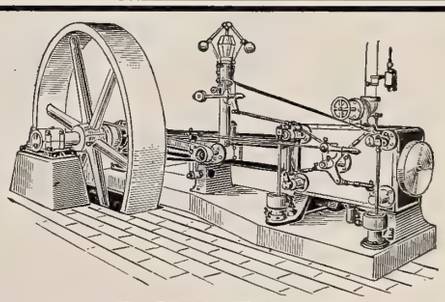
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The West Lorne Wagon Co. controlled by The Wilkinson Plough Co., Ltd.
Prices on application.

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GEO. H. HEES, SON & CO, Ltd.,
Manufacturers of
Window Shades, Upholstery Goods, Lace Curtains, Curtain Poles, Fixtures, etc.
Office and Showrooms,
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Manufacturers of
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GOOLD, SHAPELY & MUIR CO, Limited.
BRANTFORD, CANADA.
Galvanized Steel Pumping and Power Windmills, Gas and Gasoline Engines. Grain Grinders, Iron and Wood Pumps, Tanks, Water Supplies, Custom Galvanizing.
Automatic Concrete Mixers.

ONTARIO WIND, ENGINE & PUMP CO., LTD., TORONTO.
WINDMILLS, PUMPS, GASOLINE ENGINES, TANKS AND SUBSTRUCTURES, WATER SUPPLY APPLIANCES, GALVANIZING.

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St. Henry, Montreal
Makers of
IRON BRASS and COPPER
WIRE CLOTH

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Established 1864. Office, 479 Wellington St. W.
Wire Cloth, Wire Work, Ornamental Wrought Iron Work, Fencing, Bank and Office Railings, Window Fixtures, Elevator Guards, Mining Screens, Riddles.

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ROSAMOND WOOLLEN CO.,
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Manufacturers of Worsted Coatings, Suitings and Serges. Fancy Tweeds and Overcoatings in Wool only.

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BARRISTERS, SOLICITORS, etc.

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SOLICITORS FOR THE CANADIAN MANUFACTURERS' ASSOCIATION

Offices—Toronto General Trusts Building *TORONTO*
59 Yonge Street *Canada*

Vol. X., No. 6. JANUARY, 1910. $1.00 per Year.

INDUSTRIAL CANADA



Like the "Pusher Engine"

WHAT it does to help its train up a tough grade is identical with what "Gibbons Service" is doing to push the sales of many a business. So it should, considering the wide experience of the group of trained advertising men making up the Gibbons organization. Their whole knowledge is freely at our clients' disposal.

Send for this Booklet

"What Gibbons Service Means" will take about five minutes to read but it gives you a pretty good idea of how we work and just about what you should expect from an advertising agency that really tries to do its duty.

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Firms desirous of opening up an export business in the British Isles should consult us. We maintain a special English department and reliable information may be promptly obtained by directing all inquiries on this subject to our Toronto office.

J. J. GIBBONS, LIMITED

Complete Advertising Organizations at

TORONTO
119 WELLINGTON STREET, WEST

MONTREAL
LA PRESSE BUILDING

PUBLISHED BY THE CANADIAN MANUFACTURERS ASSOCIATION INCORPORATED.
HEAD OFFICE TORONTO. BRANCH OFFICES, MONTREAL, WINNIPEG, VANCOUVER, HALIFAX, QUEBEC.

McKINNON *Electric Welded Coil Chain*

Cut Exact to Size



Design Patented

NOTICE THE SWELLED WELD

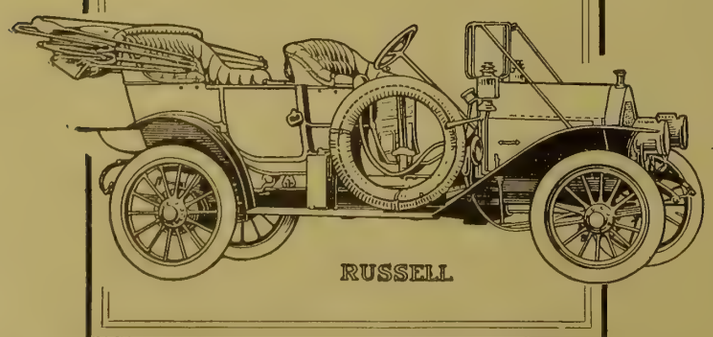
We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD

McKinnon Chain Works

ST. CATHARINES ONT.

Russell



The Russell factory is working 23 hours a day to handle its orders for 1910. Increase in output more than 100%.

Do these facts not speak for themselves?

Visit our nearest branch and we promise you the most convincing demonstration you ever had, wholly without obligation to purchase.

THREE MODELS

Russell "38" (with Knight Motor) $5,000.
Russell "22" (with Knight Motor) $3,500.
Russell "30" (with Valve Motor) $2.350 (fully equipped)

Send for our Catalogue.

CANADA CYCLE & MOTOR CO.

Limited

Makers of High Grade Automobiles

WEST TORONTO

BRANCHES:

Toronto, Hamilton, Montreal, Winnipeg, Calgary, Vancouver, Melbourne, Australia

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Hamilton, Canada

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES

For Steam Railways
Electric Railways
Highways, Etc., Etc.

For Factories, Offices, Warehouses, Power Stations, Mill Buildings or any other purposes . . . . . .

AND BUILDINGS



New Transportation Building, Canadian National Exhibition.

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MONTREAL STEEL WORKS
LIMITED

MONTREAL

Manufacturers of

Steel Castings
(Acid Open Hearth System)

Switches and Track Work
For Steam and Electric Roads

Springs of all Kinds

Manganese Steel Castings
For Wearing Parts, Insuring Great Hardness and Durability

Interlocking Plants

Trucks for Electric Cars

Agents for Canada for
Thos. Firth & Sons, Limited
Sheffield, England
"Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, etc. A Large Stock Carried in Our Warehouse.

Agents for Canada for
Barrow Haematite Steel Co.
Barrow-in-Furness, England
Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.
Catalogues Sent on Application.

The Company You Keep

is as important in your advertising as in your daily life. You are judged largely by it.

In the Street Cars of Canada

you will find the most select company. Only firms of standing and reputation are admitted. No other medium of general publicity reaches the same high standard, either in quality or results.

THE

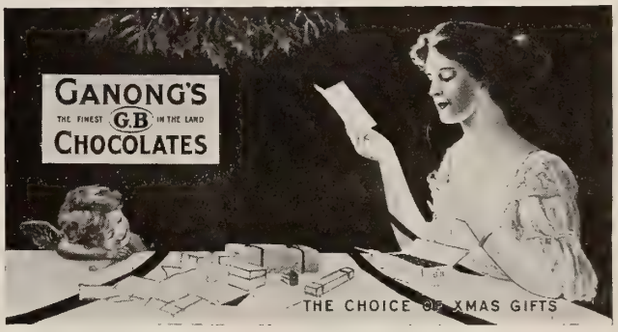
CANADIAN STREET CAR ADVERTISING COMPANY

LIMITED

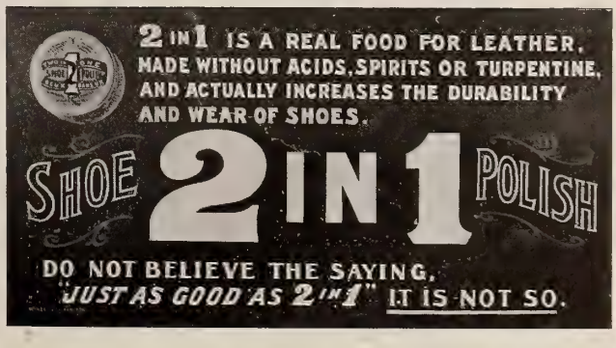
Montreal. Toronto. Winnipeg. Vancouver.













A FULL FIRE BUCKET

Emptied in the right place at the right time, will head off many a disastrous fire. But is there always an "Eddy Fire Bucket" in place?

You can never tell when a blaze is going to start, but you can get ready to put it out by hanging some of "Eddy's" Round Bottom Fibre Fire Buckets where they will come in handy.

They are Light, Durable, Business-like, and they don't cost much, while a fire is expensive. Write us for particulars.

THE E. B. EDDY COMPANY, LIMITED
HULL, CANADA

We make Matches, Wrapping Papers and Paper Bags for all uses, Toilet Papers, Box Boards, Fibreware, Woodenware, Washboards, etc., etc., etc.

DUNLOP "GIBRALTAR" BELTING



Only an article of unusual merit could gain the high testimonials received for "Gibraltar" Belting.

From a Paper Manufacturer

"Answering your November 10th favor, we beg to advise that we have found the rubber belting supplied by you during the past few months called "Gibraltar" Brand entirely satisfactory. It has a splendid friction surface and is well up to the high-grade rubber belting which the trade were able to purchase years ago, but which we at least have not been able to secure from the old line companies for the past two or three years. To such an extent has this been the case that until we got your brand we were forced to use belting from other materials such as cotton, hair, etc., as the rubber had proved practically useless.

"Trusting you will maintain the high quality of "Gibraltar" Belting.

Do you need satisfaction in Belting?

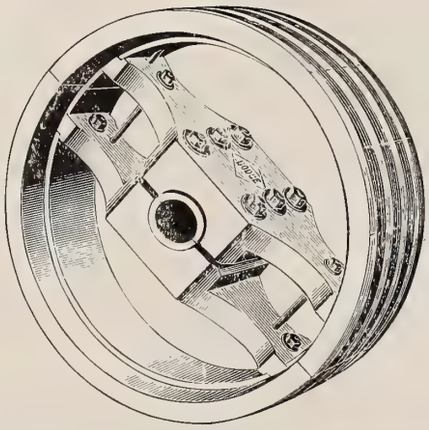
Write:

The Dunlop Tire and Rubber Goods Co.
Limited
Booth Avenue, Toronto

DODGE STANDARD WOOD SPLIT PULLEYS

"CALLED THE BEST THE WORLD OVER"

No Keys
No Set Screws
Perfect Balance



Lighter, Cheaper
Stronger
Than Any Other

Every Pulley is Thoroughly Nailed

¶ See the arm construction, anchor bolted into rim, see the continuous belt surface of polished maple, no end wood projections through rim, see the perfect bushing, turned, bored and split from the maple square.

¶ Be sure and specify "DODGE" Pulleys and be sure you get them — none other just as good.

SOLE MAKERS

Dodge Manufacturing Co.

TORONTO :-: :-: :-: MONTREAL

Winnipeg Stural Machinery Company

The British Columbia Mills Timber and Trading Co.

Head Office: VANCOUVER, B.C.

Oldest Established Mill in British Columbia

Largest Kiln Capacity in British Columbia

Try our exceptionally Good Grade of **1 x 3 Edge Grain Flooring and 5-8 x 3 Ceiling.** It looks much nicer and makes a better Job than the Wider Material.

We can ship promptly Sash, Doors and Mouldings, in Mixed Cars with ANY KIND OF LUMBER, Dimensions and Uppers, Fir, Cedar or Spruce. We have big stocks. Send us your orders and they will receive prompt attention. We are Manufacturers and Wholesalers only and do not operate and have no financial interest in any retail yards.

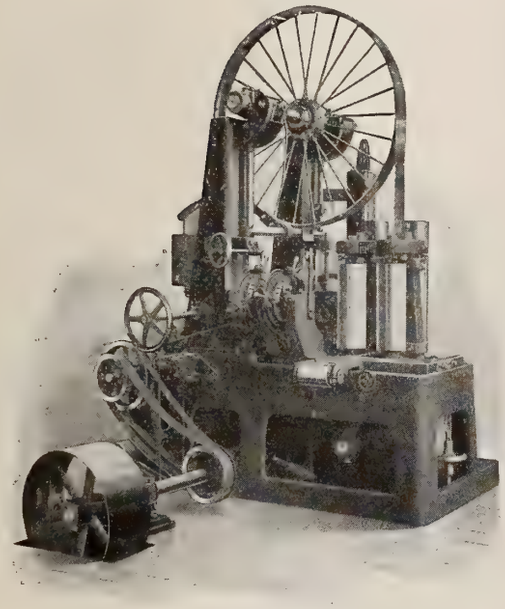
WINNIPEG OFFICE

603 McIntyre Block, P.O. Box 161

BRANCHES—Royal City Mills, Vancouver; Royal City Mills, New Westminster, Hastings Saw Mill, Vancouver; Moodyville Saw Mill, Burrard Inlet.

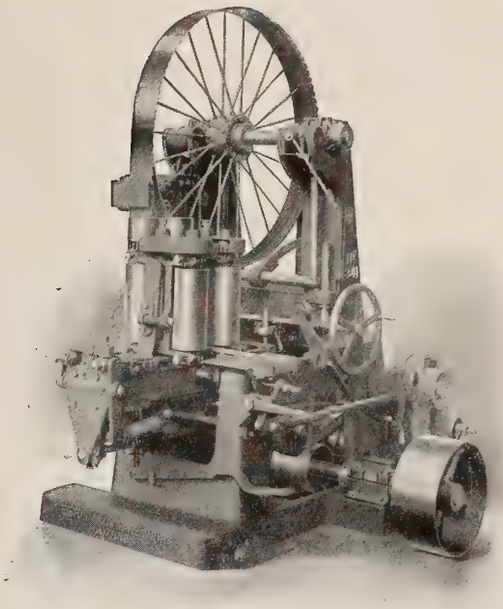
CODE: "American Lumberman Telecode."

Berlin Quality Counts



BERLIN 289 BAND RESAW

MADE
IN
CANADA



BERLIN 341 BAND RESAW

Our 289 HEAVY RESAW is capable of handling the work of any factory or planing mill. It will resaw large or small timbers with equal facility. It will also make high grade bevel siding. We guarantee it to have 10 per cent. greater capacity than any other resaw carrying the same width blade.

Our 341 UTILITY RESAW is built for work of a varying nature. It is especially designed for great capacity on box stock, bevel siding, etc. Within its range we guarantee it to resaw as much stock as any other resaw carrying the same width blade.

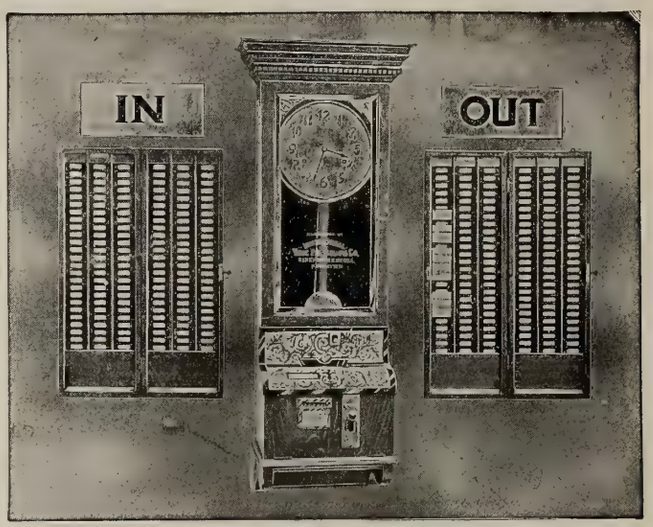
The above pictures illustrate only a part of our line. You can buy our good resaws for every purpose. We will be pleased to send you larger pictures and detailed descriptions. *Write Us Now* while wood-working machinery is foremost in your mind and we will gladly explain any tools in which you may be interested.

Berlin Machine Works, Ltd.

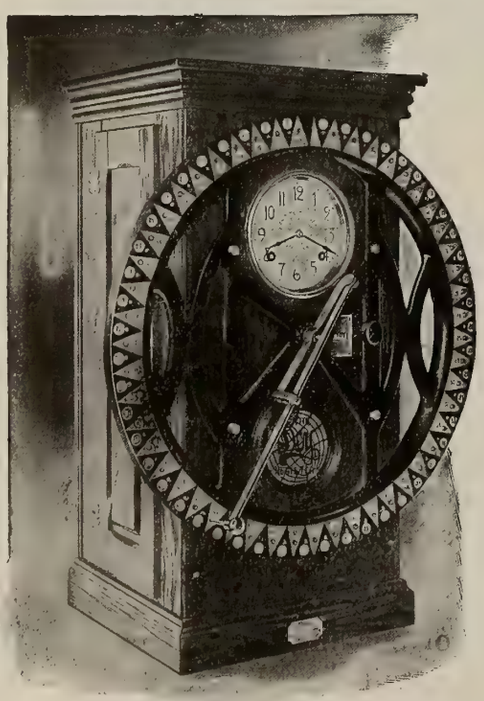
HAMILTON, CAN.

Builders of Berlin
Sanders, Sizers, Matchers, Moulders, Surfacers, Planers,
Jointers, Edgers, Rip-Saws, Resaws

PROTECT YOUR PAY ROLL



THE chief item in the expense account of the average business concern is the cost of labor. Labor cost represents Time for which the employer pays Money. It naturally follows that an efficient system of checking the time given by the employees in exchange for their employers' money is essential to the proper conduct of business. No system that is in the least dependent for its operation upon the honesty or energy of a clerk will give very satisfactory results. A clerk is only human. He has his likes and dislikes; his fits of laziness; of indisposition; of carelessness. The perfect system is the



International Rochester Card Time Recorder

THIS system is entirely automatic and is the very acme of simplicity. It consists of a clock with a special mechanism, two card racks and sufficient cards of a simple ruling, as shown in the above illustration. When ringing "in" the employee takes his card (designated by name and number) from the "out" rack, stamps it on the clock, and places it in a corresponding pocket on the "in" rack. On his card the exact time of his arrival—day, hour and minute—has been recorded. He repeats the operation whenever going in or out. At the end of the week your card racks contain an absolutely accurate record of the time worked by every employee. This system cannot err or be manipulated. Its records are absolutely indisputable. Could anything be more satisfactory?

We are also manufacturers of the well-known

DEY DIAL

another entirely automatic time-recording system, manufactured in eighty-eight different styles.

No matter what the nature of your business may be, or how large or small its size, we can supply you with a time-recording system at a fraction of the cost of a human timekeeper and with infinitely better results.

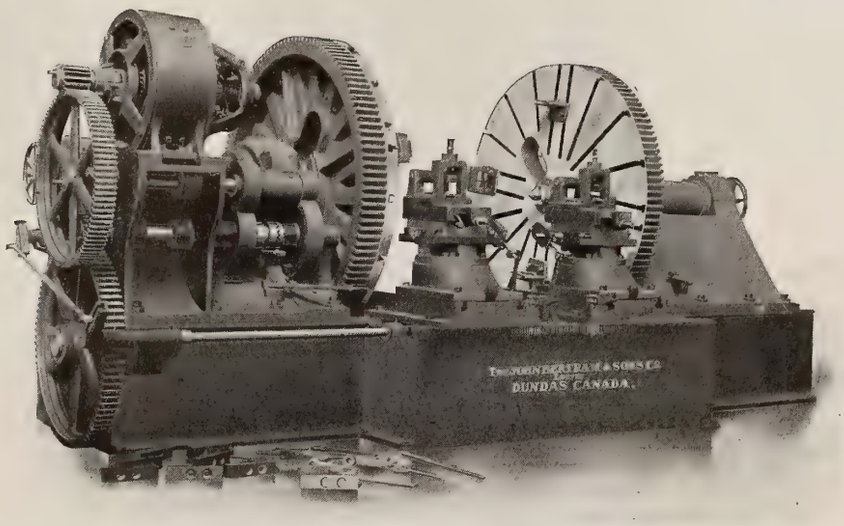
WE SOLICIT YOUR ENQUIRY

INTERNATIONAL TIME RECORDING COMPANY

OF CANADA, LIMITED

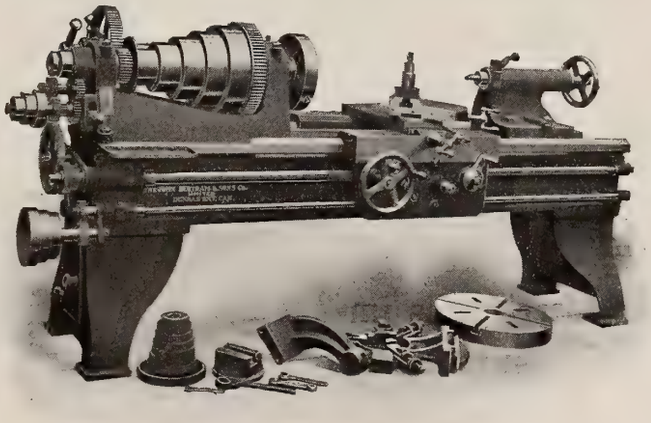
25 Alice Street .:. .:. Toronto, Canada

BERTRAM MACHINE TOOLS



BERTRAM 104-Inch Swing DRIVING WHEEL LATHE—Motor Driven
Equipped with Patent Tool Holder and Teas Patent Drivers.

We manufacture a complete line of the heaviest and most modern machinery for use in Locomotive and Car Shops, Engine, Boiler and Bridge Works and Ship Yards.



BERTRAM TOOLS embody accuracy, convenience, rigidity, productive capacity, and durability, —all important factors in machine tool construction.

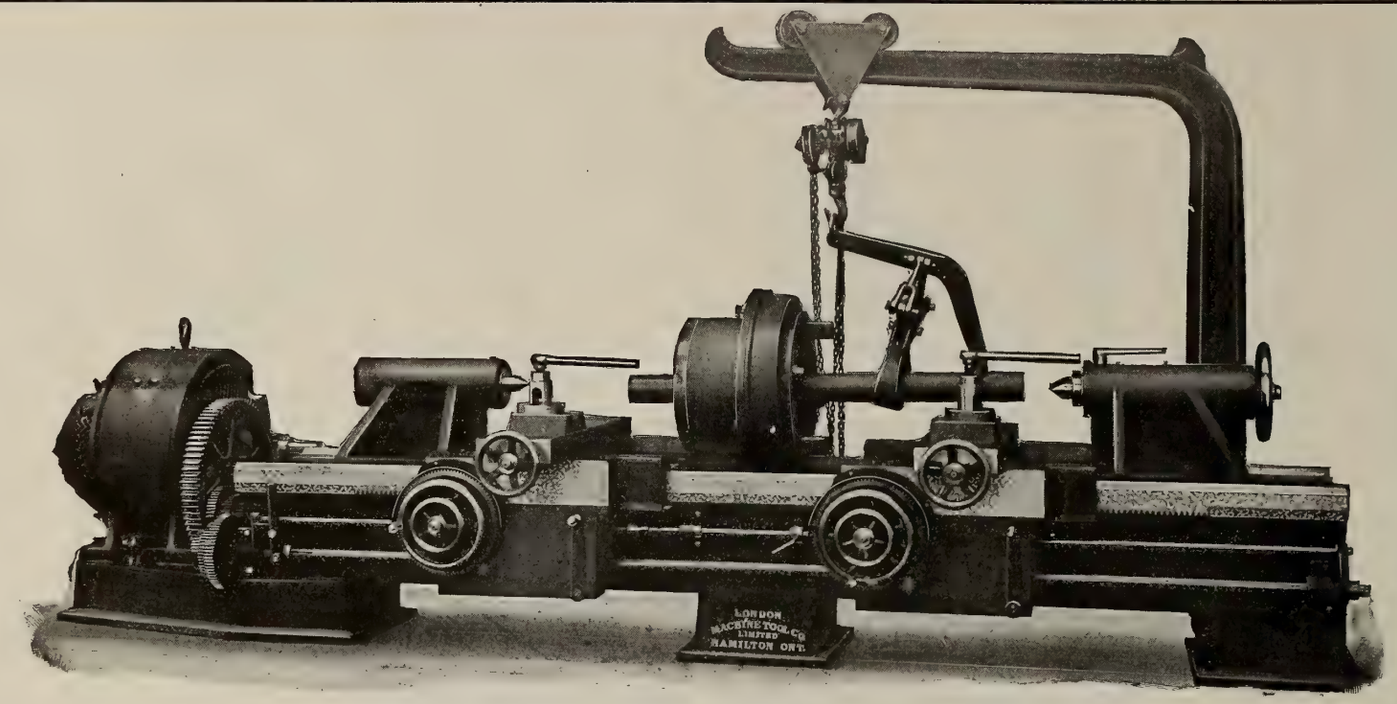
22-Inch Single Geared Standard Engine Lathe.
Single and Double Back Geared Lathes in varied sizes for immediate shipment.
Write for particulars of sizes required.

THE JOHN BERTRAM & SONS CO. LIMITED

DUNDAS, ONTARIO
CANADA

Sales Agents:
The Canadian Fairbanks Company Limited

Offices:
Montreal, Toronto, Winnipeg
Vancouver, Calgary, St. John



HEAVY DOUBLE AXLE LATHES

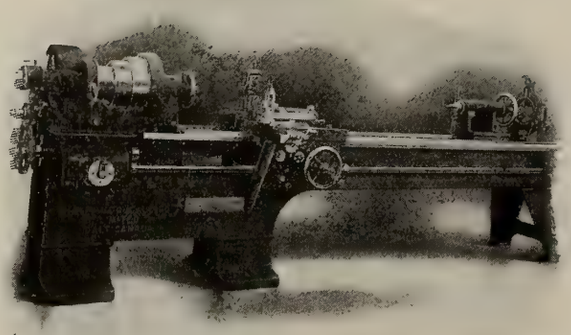
DESIGNED FOR TURNING CAR, COACH & LOCOMOTIVE AXLES USING HIGH SPEED STEELS TO THEIR LIMIT

WRITE US FOR FULL PARTICULARS

LONDON MACHINE TOOL CO., Limited

HAMILTON, - - CANADA

A GAP LATHE



To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect.

All labor-saving features are embodied, and workmanship is strictly first-class.

WE MAKE ENGINE LATHES AS WELL

PARTICULARS ON REQUEST

THE R. McDOUGALL CO., LIMITED

GALT - - CANADA

POWER EQUIPMENT

Our Engines, Boilers, Heaters, Pumps, etc., are to be found in Canada's Most Prominent Power Houses.

THEY GIVE PERFECT SATISFACTION

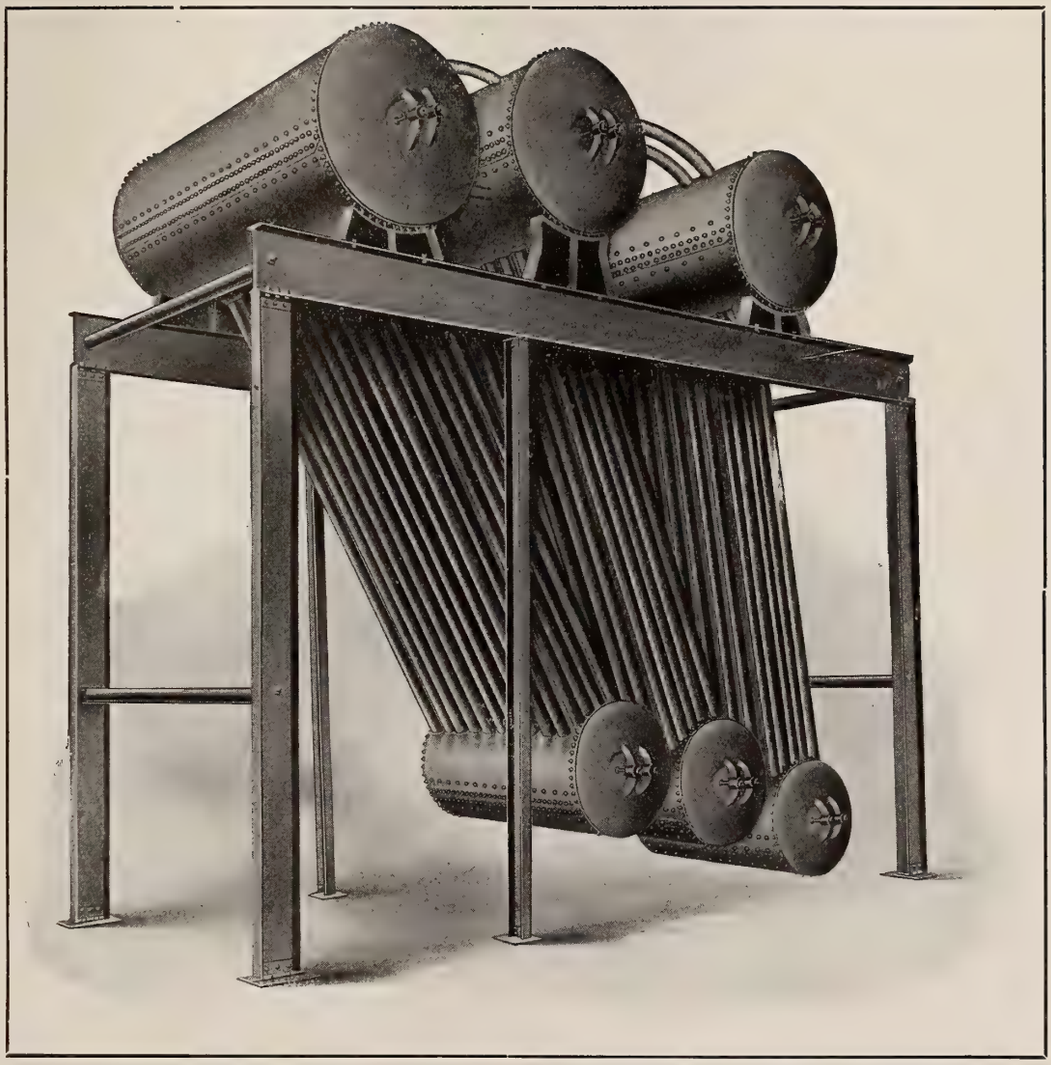


Illustration Shows Our New WATER TUBE BOILER
Side View, Not Bricked In

PHOTOS SPECIFICATIONS AND PRICES FURNISHED ON REQUEST

The Goldie & McCulloch Co., Limited

Galt, Ontario, Canada

WESTERN BRANCH	QUEBEC AGENTS	BRITISH COLUMBIA AGENTS
248 McDermott Ave., Winnipeg, Man.	Ross & Greig, Montreal, Que.	Robt. Hamilton & Co.: Vancouver, B.C.

WE MAKE Wheelock Engines, Corliss Engines, Ideal Engines, Piston Valve Saw Mill Engines, Boilers, Heaters, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery, Wood-Working Machinery, Transmission and Elevating Machinery, Safes, Vaults and Vault Doors.

ASK FOR CATALOGUES, PRICES AND ALL INFORMATION



By Royal Warrant

"Canadian Club" Whisky

Fully Ripened in Wood. Age Guaranteed by Government.

QUALITY UNEXCELLED

Distilled and Bottled by

HIRAM WALKER & SONS
LIMITED

Walkerville, Canada

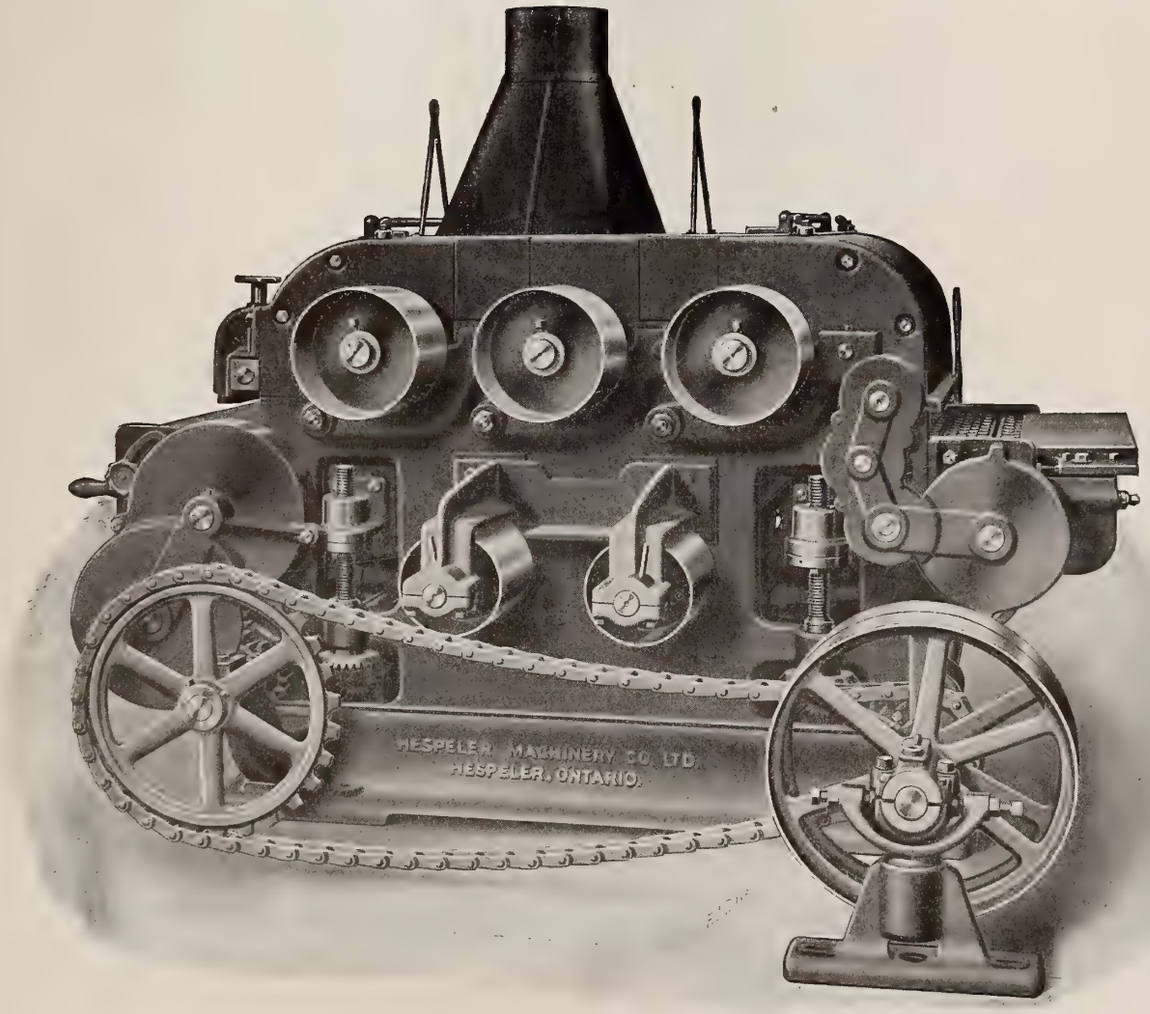
LONDON CHICAGO NEW YORK MEXICO CITY VICTORIA, B.C.

THE SMITH OF SMITHVILLE

TRIPLE DRUM SANDER

A WOOD POLISHING MACHINE *that really polishes*

In competition with the world took the Gold Medal at the World's Fair at St. Louis.



MADE IN CANADA

We are the Canadian licensees and builders of this remarkable wood-working machine, Smith's Patent Revolving Bed Sander. Send for our catalogue giving full particulars. This is a machine that you can't afford to be without.

Hespeler Machinery Company, Limited

HESPELER, ONT.

For Sale or To Rent

Factory Properties

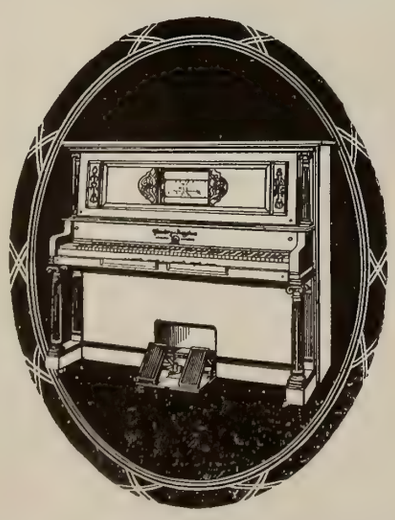
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Men forget business cares in the enjoyment of

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Player-Pianos



A GOURLAY-ANGELUS provides ANYONE with the ability to play ANY music artistically.

In the opportunity for recreation thus afforded, many busy men find enjoyment hitherto undreamed of, as well as a complete rest from the business worries and cares of the day. If you find it hard to leave these cares behind you when you go home, depend upon it, a Gourlay-Angelus will make you forget them.

One Toronto manufacturer tells of this pleasure in a Gourlay-Angelus as follows:—"I have always been glad I purchased the Gourlay-Angelus. The longer I have it the more I enjoy it and the more I use it."

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CANADIAN ROCKY MOUNTAINS

MORAINE LAKE

Near Lake Louise Hotel, in the Canadian Rockies, is this wonderful Morain Lake. Words fail to tell of the beauty of this region, which is one of the scenic marvels of the world. Here a most delightful vacation may be enjoyed. A paradise for the mountaineer, geologist, naturalist and mineralogist.

Send for "Challenge of the Mountains."

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CANADIAN PACIFIC RAILWAY

ROBERT KERR PASSENGER TRAFFIC MANAGER
MONTREAL.

THE MERCHANTS' BANK

THE STATEMENT.

The Statement of Liabilities and Assets at 30th November, 1909.

LIABILITIES

1. To the Public		1909.	1908.
Notes in circulation		$ 5,541,700 00	$ 4,740,478 00
Deposits at call	$19,220,454 53		12,514,562 52
Deposits subject to notice (accrued interest to date included)	28,987,961 64		25,880,153 87
Deposits by other Banks in Canada	1,263,178 76		2,933,156 29
		49,471,594 93	
Balance due to Agents in Great Britain		711,330 93	8,412 15
Balance due to Agents in the United States and elsewhere		352,661 33	
Dividend No. 89		120,000 00	120,000 00
Dividends unclaimed		707 00	865 00
		$56,197,994 19	$46,197,627 83
2. To the stockholders			
Capital Paid up	$6,000,000 00		$6,000,000 00
Reserve Fund	4,500,000 00		4,000,000 00
Balance of Profits carried forward	102,157 51		400,997 94
		10,602,157 51	
		$66,800,151 70	$56,598,625 77

ASSETS

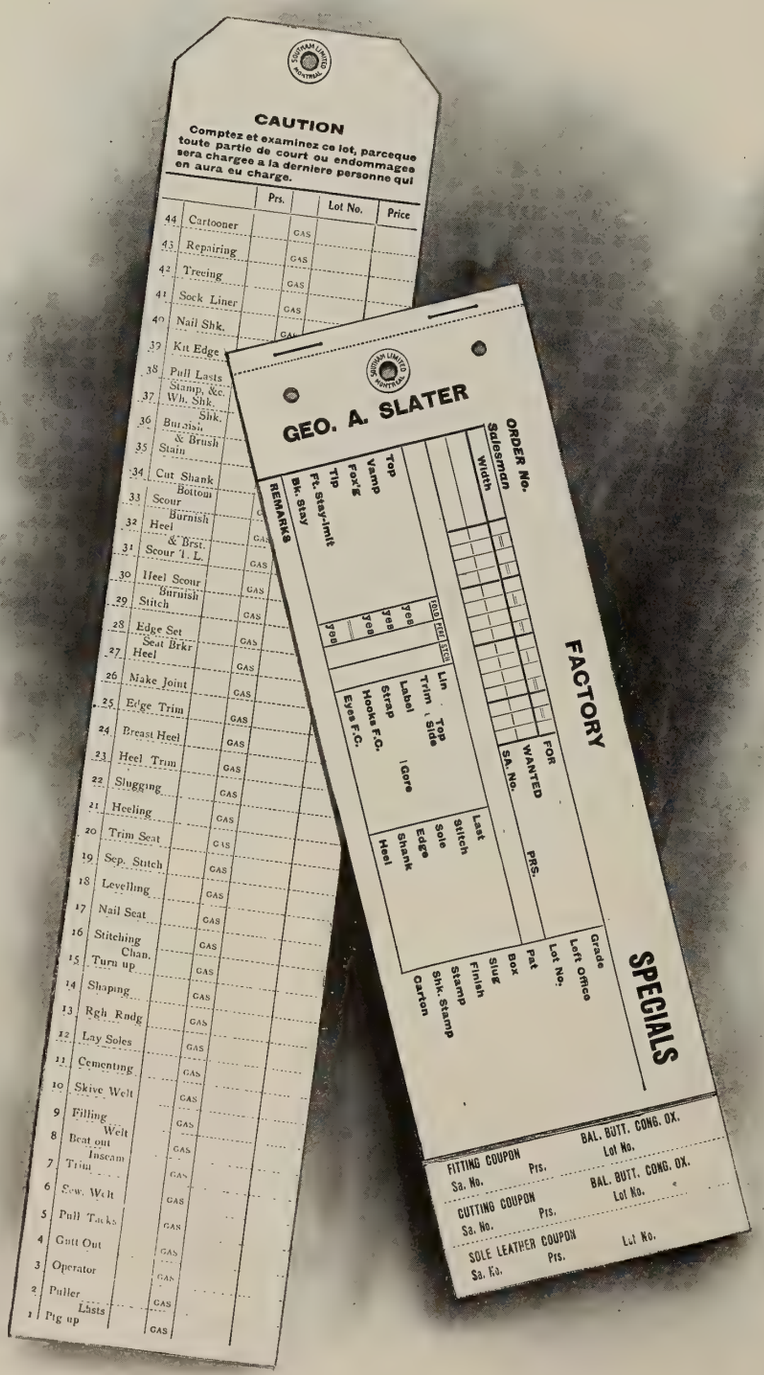
Gold and Silver Coin on hand		$ 1,588,652 57	$ 1,569,822 58
Dominion Notes on hand		3,777,988 50	3,013,220 00
Notes and Cheques of other Banks		3,223,191 96	2,276,482 88
Balances due by other Banks in Canada		7,326 61	4,796 95
Balances due Banks and Agents in the United States		149,854 10	12,625 78
Call and Short Loans on Bonds and Stocks in Canada	$3,863,775 42		1,957,782 71
Call and Short Loans on Bonds and Stocks elsewhere than in Canada	9,504,602 87		8,958,351 07
		13,368,378 29	
Dominion and Provincial Government Securities		699,144 81	609,071 56
Municipal, Railway and other Debentures		5,835,529 08	6,344,224 22
		$28,650,065 92	$24,746,377 75
Time Loans on Bonds and Stocks in United States	$ 1,371,894 71		
Current Loans and Discounts (less rebate of Interest Reserved)	34,819,043 68		
		$36,190,938 39	$29,799,622 31
Loans to other Banks, secured		337,617 87	486,889 89
Loans and Discounts overdue, (loss fully provided for)		31,418 52	86,798 01
Deposit with Dominion Government for security of Note Circulation		240,000 00	240,000 00
Mortgages and other securities, the property of the Bank		48,134 87	53,794 88
Real Estate		40,794 44	49,368 69
Bank Premises and Furniture		1,227,047 39	1,118,685 03
Other Assets		34,134 30	17,089 21
		$66,800,151 70	$56,598,625 77



¶ A stock suitable for every use whether for shipping tags or tags for manufacturing records may be had in Southam's assortment of stocks of Linens, Ropes and Manillas.

LAST month one of our customers wanted a special tag made. It was to be 36 inches long by 4 inches wide; it was to show each operation in the manufacture of his products and to remain with the job from the time it left the office until it reached the shipping room. We recommended our Sunshine stock. It is a tough stock and we knew it would answer his purpose. It did, still does and he is pleased and satisfied. ∴ ∴ ∴ ∴ ∴
If you will advise us your tag requirements we shall give you our advise and shall be glad to do it.

SOUTHAM LIMITED, MONTREAL,
Ticket, Tag, Label and Folding Box Department.


CAUTION
Comptez et examinez ce lot, parceque toute partie de court ou endommagee sera chargee a la derniere personne qui en aura eu charge.
Prs.
Lot No.
Price
44 Cartooner
43 Repairing
42 Treeing
41 Sock Liner
40 Nail Shk.
39 Kit Edge
38 Pull Lasts
37 Stamp, &c. Wh. Shk. Shk.
36 Burnish & Brush
35 Stain
34 Cut Shank Bottom
33 Scour Burnish
32 Heel & Brst.
31 Scour T. L.
30 Heel Scour Burnish
29 Stitch
28 Edge Set Seat Brkr
27 Heel
26 Make Joint
25 Edge Trim
24 Breast Heel
23 Heel Trim
22 Slugging
21 Heeling
20 Trim Seat
19 Sep. Stitch
18 Levelling
17 Nail Seat
16 Stitching Chan.
15 Turn up
14 Shaping
13 Rgh Rndg
12 Lay Soles
11 Cementing
10 Skive Welt
9 Filling Welt
8 Beat out Inseam
7 Trim
6 Sew. Welt
5 Pull Tacks
4 Gutt Out
3 Operator
2 Puller Lasts
1 Pig up
GAS
GEO. A. SLATER
ORDER No.
Salesman
Width
Top
Vamp
Fo'k's
Tip
Ft. Stay-Imit
Bk. Stay
REMARKS
Toe
Toe
Toe

WESTINGHOUSE ELECTRIC TOASTER STOVE

The Westinghouse Toaster-Stove has so many features of merit, that central stations and dealers find it an easy and profitable proposition to handle.

As the name implies it is both a toaster and a stove, being convertible from one to the other by simply substituting the solid griddle for toasting grid.

It toasts better than is done in any other way, makes hot cakes and cooks anything a stove can cook. It is ready at a moment's notice, and can be used in any room in the house where a lamp socket is available.

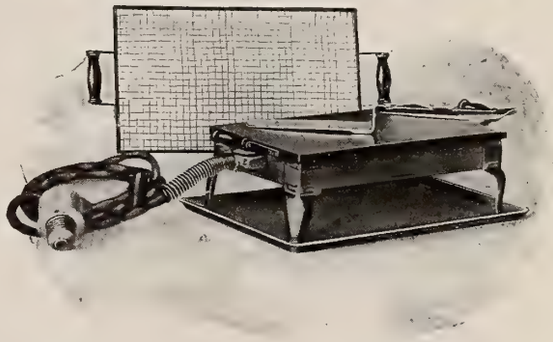
There are four simple parts, the tray, the stand, the toasting grid and the solid griddle. The handle to the stand can be withdrawn and used as a cake turner.

We Have Attractive Literature for Dealers and Central Stations



Toaster Stove with Toasting Grid in Place





Toaster Stove with Solid Griddle in Place

Canadian Westinghouse Company

Limited

Hamilton, Canada

District Offices: Toronto Montreal Halifax Winnipeg Calgary Vancouver



HORIZONTAL TUBULAR BOILERS

¶ For economy, efficiency and durability; for all round utility, the HORIZONTAL TUBULAR BOILER, correctly designed and properly installed, still holds its long-held position of pre-eminence against all types subsequently introduced.

¶ Our specialty is the HORIZONTAL TUBULAR BOILER in all sizes up to 300 h.p., and for medium or high pressure.

¶ We invite enquiries. Large capacity enables us to make prompt shipments and our prices will always be found reasonable, consistent with the high quality it is our settled policy to furnish. Catalog?

The Jenckes Machine Co., Limited

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Grocers' and Warehouse Truck. Style 79. Extra Heavy Design

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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, JANUARY, 1910 | No. 6

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Canada Profits.

MR. FIELDING, in the course of his budget speech, stated that it could clearly be shown that the Treasury of Canada had not lost a dollar by the payment of bounties. The iron and steel industries which had been established had undoubtedly a great effect in the development of the trade of Canada. The cities of Toronto, Montreal, Halifax and St. John would all testify that the merchants had sold great quantities of goods to the great steel-making ports, and he did not think it was too much to say that millions of dollars had been paid into the Dominion Treasury in duties on such goods at ports far removed from the steel centres themselves. The steel ports were Sault Ste. Marie, Sydney, North Sydney, and Sydney Mines; Glace Bay, which supplied the coal to the Sydney works; New Glasgow and Hamilton. While the statement might be qualified as to Hamilton, he thought that in every one of these communities the increase in business was due directly to the increase in the iron and steel industry. The customs revenue at these six ports in ten years showed an increase of $9,011,645 compared with the previous ten years, when the iron and steel industry was in its infancy. So that every dollar paid out by way of bounty to the iron and steel business had been brought back directly to the public treasury in increased customs duties, to the stimulation of business.

Value of Protection.

THIS is a striking and noteworthy tribute to the efficacy of the protectionist policy. Mr. Fielding here states—and no man in Canada is in a better position to know the facts—that the money spent by Canada in fostering the iron and steel industry has been more than compensated for by the increased business originating in that industry. It is quite true that with the steel industry and because of it has grown up a great group of highly valuable manufacturing activities, employing a large amount of labor and adding materially to the wealth of the country. Without the steel plant at Sydney the coal industry of Nova Scotia would be still undeveloped. So in Hamilton; the numerous factories which have been established in recent years and which together have made that city a veritable hive of industry, are there largely because a steel plant is there. It has been stated with a considerable basis of truth that a country's civilization may be judged by the amount of steel it uses. It is so universally used in almost everything which enters into general use, that no nation can become a manufacturing people without it as a raw material. Therefore it was a fit subject for Government protection, which in this case was extended in the form of a bounty. It is encouraging to find that the Minister of Finance, looking back over the past ten years, is able to say that the expenditure was a good investment.

An Extension of Policy.

WE trust that the benefit of protection, the success of which Mr. Fielding has himself seen in the case of the iron and steel industry, will be no less evident to him as applied to other lines. We might mention, for instance, the woollen industry, on which not only are many workers dependent, but also a great and varied group of auxil-

iary interests. The woollen industry needs protection; it needs it not only for itself but for the industries whose raw material it supplies. In a country such as this, clothing must ever be a matter of importance, and like other of the essentials, we should not be dependent for it upon any outside source. For years the industry has been in a precarious position, mill after mill having been closed, with consequent loss to capitalist, worker, consumer and farmer. The capitalist has lost through a serious depreciation in his property, the worker has been compelled to seek employment abroad, the consumer is left more and more to the care of foreign producers, and the farmer is steadily losing a local market for his wool. Under these circumstances and in consideration of the national benefits which have been seen to accrue from protecting the iron and steel industry, it is to be hoped that Mr. Fielding will take a more liberal view of the woollen manufacturers' request for better treatment.

A Bright Outlook.

IN concluding his budget speech, the Finance Minister said in part: "It must be a matter of gratification to every good citizen to see so many favorable signs in the outlook of our country. We have known all along that we but needed two things—population and capital. Both of these things are now coming to Canada. There never was a time when there was more interest in Canadian affairs throughout the world than there is to-day, or a greater willingness on the part of capitalists to invest in Canada. This is Canada's growing time. We have had growth in population, growth in wealth, growth in national unity, growth in national status, in the eyes of the world, growth in our sense of responsibility as citizens of a great Empire. In all this growth we have reason to rejoice. But what is better than all, we feel that this is but the beginning of better things to come."

Will Canada Participate?

BRITISH and continental trade papers are showing the liveliest possible interest in the coming international exposition to be held in Brussels during 1910. Judging from the preparations which are being made it will be the most important exhibition of the world's products which has been held for many years. A strong British committee has been at work for months preparing for an adequate representation of the manufacturers of the United Kingdom. What is Canada doing to make known to the world the products in which she excels? The Canadian Pacific Railway, whose building was so interesting a feature of the recent exhibition in Seattle, is having a specially designed pavilion erected in which to exhibit the wealth of the country through which it runs. Canada has other things besides rich agricultural lands with which to interest the world. Is she going to show them?

Compensation for Injuries.

HOW workmen, injured during the course of their employment, are to be treated during incapacitation, has been under investigation by a special committee in Manitoba, under the chairmanship of Judge Locke. At the sessions which have been held already, considerable evidence has been presented by the various interests affected, including manufacturers, workmen and insurance companies. Meetings will be resumed on January 10th. Three general courses are open to the Province at the present time; either to pass no special Workmen's Compensation Act, in which case suits arising out of injuries received would be tried under the provisions of the common law; or to adopt a Compensation Act, making employers liable within definite limits for all accidents outside of those caused by gross negligence; or to enforce a compulsory scheme of insurance, to be paid for by employers and employees in reasonable proportions. During the discussion preceding the adoption of the Workmen's Compensation Act in Quebec last year, the desirability of a definite measure was freely expressed by employers. Compensation under the common law depends too much on the prejudices or sympathies of juries, it is variable, it is not such that adequate provision can be made for it. From the standpoint of the workman it is unsatisfactory because he too does not know his rights and his slender substance is too often frittered away in law costs.

Yet a young manufacturing community must be conservative in its legislation, lest that industry which has been nursed into life be swept away by the rough wind of competition. Restrictions, excellent as they are in many cases, undoubtedly add to the cost of production and the existence of manufacturing depends on the price at which it is being carried on. If the cost of production is higher in Manitoba than it is in Quebec or Alberta, it is a surety that the manufacturing will be done in the two latter provinces rather than in the former. Especially then, during its industrial infancy, Manitoba will do well to consider very carefully the effect of legislation on this most important subject.

A Policy of Procrastination.

CONSIDERABLE confidence is expressed by those closely identified with the movement for technical education that the recent vote on the amendment to Mr. Guthrie's motion, calling for a Government commission to investigate the problem of industrial training, will result in definite action by the Government in the near future. There has been far too much side stepping of this question by the Government already. A particularly able memorandum was presented long ago, setting forth the strong feeling of manufacturers, artisans and educationalists in favor of a Government enquiry. Since then deputations have appeared and have elucidated every detail

of the request and have set forth so strongly and clearly the national need for a more skilled and efficient working force that the demand for more time for consideration looks like a mere pretext for delay. The narrow majority scored by the Government in its policy of procrastination indicates conclusively that among its followers there is a lack of sympathy for its present course. The report of Mr. S. M. Wickett, appearing elsewhere in this issue, of the Convention on Technical Education in the United States, shows the earnestness with which the problem is being faced in that country. Not only are municipalities spending money lavishly in providing instruction for their citizens, but the Federal Government is showing its interest by making large subventions. Technical education is recognized as being intimately and vitally connected with the trade and commerce of the country. What has been asked in Canada is not that the Federal Government should organize technical schools, but only that they should have a thorough investigation made by a competent commission so that the various provinces would have a knowledge of the best systems in the world on which to base their own systems. Until this is done we will be groping in the dark; we will be neglecting that great mass of experience which has been acquired in the countries of Europe in the course of many years and at the expenditure of much money. Are we going to start where they did, or are we going to profit by their experiments and start on an equality with them ? It is for the Government to say.

Unfair Discrimination



THE COUNTRY (who has milked and finished most of the chores before daylight) : " Well, the man that pays for them public works doesn't get off with any eight hours a day, by ginger."

Extend Government Railways.

IN furtherance of the apparent intention of the Minister of Railways to transfer the Intercolonial from the white elephant class to that of a commercial proposition, a bill has been introduced into the House of Commons providing for the acquisition under lease of branch lines which connect with the Government road. It has long been felt that there wasn't sufficient co-ordination among the railways of the Maritime Provinces. Operating under different managements, and with no common policy, they lacked that unity of purpose which alone could make them a success either in their service to the public or in their returns to the stockholders. It is now intended to build up a system of the recognized type, wherein the Intercolonial will be the trunk line, with a regular series of feeders operating in conjunction therewith. What has made the C. P. R. such a success in the West, should show similar results in the case of the Government road in the East, and just as the West has been opened up and developed by these branch lines, properly managed, so it may be expected that the Maritime Provinces will receive a stimulus from the merging under one management of the various lines now working out a precarious individual existence. Ratification of leases rests in every case with Parliament.

Daylight Saving Bill.

MR. E. N. LEWIS, M.P., has reintroduced his Daylight Saving Bill into the Federal House. The proposal certainly has much to commend it. A few days before, the House listened to a long and intensely earnest discussion on the subject of tuberculosis and methods for its prevention. The two subjects are closely allied. It is recognized that long confinement to dark and unsanitary buildings is one of the chief causes of the dread disease which has come to be looked upon as the national curse. The enactment of a Government measure which would virtually add more than an hour to the sun-lit day of the great mass of citizens should have an incalculable effect on the physical well-being of the nation. Mr. Lewis has adduced many arguments in support of his bill. From a rational standpoint it seems incongruous that one should be up and about for hours after sunset and be

sleeping for a like period while the sun is shining in the morning. In the matter of artificial light alone an immense saving would be effected. Then it is pointed out that in railroading it would bring about a great diminution in the number of accidents which occur. But more important and more widespread would be the benefit accruing from the enjoyment of so much extra sunlight. To the workman who is employed in a factory till six o'clock in the evening, and who after that has to travel a considerable distance home to his dinner, there is little or no opportunity for enjoying the benefits of daylight. Objection comes from some extremely conservative people who have an inveterate fear of a change, merely because it is a change. To offset these it may be mentioned that in England a committee of the House of Commons during the past year brought in a unanimous report in favor of the idea. It might further be noted that there was great fear of social unrest and political upheaval when Standard Time was adopted, and clocks were advanced or retarded, yet it took but a day for the people to settle down into the new order of things. Mr. Lewis' bill has been read a first time and has been referred to a committee for closer consideration.

The Eight Hour Day.

NOT a day passes without an outcry going up that the cost of living is increasing. While the workman is at a Union meeting urging an increase in the cost of production of the article upon which he is engaged (through an increase in his wage rate), his wife is protesting to the storekeeper because she is being charged more than formerly for that very article. We now have an urgent agitation, precipitated in the House of Commons at Ottawa, in favor of a general eight hour day law for work done directly or indirectly for the Government. The adoption of the measure would undoubtedly result in an increase in the cost of living, for when a labor representative asks for an eight hour day, he assumes that the workman will be paid as much for the eight hours as he was formerly for nine or ten. Quite apart from the impracticable features of the measure it is worth while stopping for a minute to consider just where we are drifting to in the matter of production costs. The cost of producing an article cannot be increased indefinitely with impunity, not, certainly, in this country where a very moderate tariff obtains. In theory our tariff is supposed to cover the difference in the cost of production at home and abroad; to a greater and greater extent each year this theory is proved fallacious. We cannot go on saying that we will work an hour less a day, that the machines which cost thousands of dollars and which can turn out so many pieces an hour shall be operated one or two hours less a day; we cannot do so, because we are a young country in competition with the world and we cannot impose our wills on the other industrial nations. Industry is as essential in a nation as it is in an individual. We depend for our industrial progress to a large extent on foreign capital which will come in only so long as it earns a fair profit. If by repressive and restrictive measures we legislate so that the plant in which a capitalist has invested a large sum of money shall operate only eight-ninths of the time which it would be allowed to operate in some other country, there is little question where the next investment will be made. So we must believe that the country which limits the working hours of its artizans will suffer the fate of the sluggard. It will fail in the race with the hardworking and more economically producing nation.

Protest Against Insurance Bill.

VIGOROUS objection has been entered by the lumbering interests of British Columbia to the action of the Canadian Underwriters' Association in attempting to bar out of Canada through legislation, all insurance not controlled by themselves. At a recent meeting of coast lumbermen, held in Vancouver, the subject was discussed at great length. There was no question of discriminating against Canadian insurance companies. On the contrary, it was clearly expressed that the lumbermen would prefer to support home interests if the rates were at all reasonable and if the service were adequate. Neither, however, was the case. Every big risk is carried for the most part by foreign companies, whether the insurance is placed direct or through Canadian underwriters. Why, then, it is asked, should these insurance companies get up and shout against the injustice of insurers doing this direct? What is the difference in the case of a manufacturer, half a million of whose insurance is being carried by The Lloyds, whether that half million was placed with a Canadian company and then reinsured with The Lloyds, or whether it was placed by the manufacturer direct with the English company? What is the difference, unless it be that in one case the manufacturer would be compelled to pay two profits and in the other just one. The point cannot be made too clear that companies operating in Canada cannot and will not carry the insurance offering. Whether it is done directly or indirectly these foreign and unlicensed companies will long continue to be responsible for a very considerable amount of the entire business. No one knows this better than the lumberman. Here is a particular class of a risk, which is catered to by companies whose entire attention is devoted to it. By long consideration, experience and specialization these lumber insurance companies have developed a service of great efficiency, at a cost which is reasonable. Canadian companies have not specialized along this line and are not competent to give the service required. It is not to be wondered at that lumbermen protest against the proposed restrictive legislation.

The Case of Mergers.

AT a recent meeting of the Hamilton Board of Trade a resolution was adopted, requesting the Government to supply commercial organizations with copies of their proposed legislation on combines and mergers, be-

fore the subject is opened up for discussion in Parliament. The request seems eminently reasonable. Without casting any disparagement on them at all, it must be admitted that many members at Ottawa have but a passing acquaintance with present-day developments in business. Among such, the word combine or merger carries with it an odious significance, derived possibly from some individual example of corporate greed and oppression, but in fact no more applicable to combinations than to many individual businesses or professions. The many lawyers, farmers, and doctors who form such an important part of our Parliament, have not had the intimate contact with business, on which alone a sympathetic and intelligent opinion can be based. It is true that the merging of individual industries has been a striking feature of modern business. But in this, business has simply been leading in a movement which has become almost universal. The old dictum that in union there is strength has suggested a further truism, that in union there is economy, hence we find sporadic and overlapping charitable movements giving place to a well-organized and economically administered Associated Charities ; we find also the municipalities coming together to carry on certain works in common; in England co-operative farming is but another phase of the same movement. The whole problem is summed up in the example of the department store, an institution where economies are carried out in many directions under the influence of one strong central efficient management. It is a very superficial view of the question which just sees the combinations of manufacturers. That there is some strong reason underlying the centralization in the case not only of manufacturers, but also of churches, charities, store-keeping and farming, is apparent. Before one class is picked out for special treatment, whether it be retaliative or restrictive, those most interested should be permitted to explain the conditions which have made such combinations necessary or advisable. The mere fact that under a certain condition manufacturers prosper is not of itself a sufficient reason for penalizing that condition.

A National Need



JACK CANUCK : "We need them badly, Sir Wilfrid, and we need them now."

A Favorable Bank Statement.

NOTHING indicates more clearly the course of a country's commercial progress than the bank statements, one of which, that of The Merchants Bank, we publish elsewhere in this issue. During the past two years we have passed through a period of stress abroad and hesitancy at home. The overflowing prosperity of the preceding years was temporarily stemmed, and business organizations had to rely upon their own inherent strength for their salvation. The most striking feature of that period was the great solidity exhibited by Canadian manufacturing and commercial companies. Towards this result the sane and conservative policy of the banks was in no small degree responsible. The excellent showing of The Merchants Bank for the year 1909 would show that expansion has again set in. The substantial increase in deposits is itself indicative of the growing prosperity of the people.

Giving Heed to What We Shall Eat.

NEW Government standards for food products are to be put into force as soon as practicable. Drafts of the intended regulations have been published and copies have been sent by the Canadian Manufacturers Association to all interested manufacturers, in order that representations may be made to the Department at Ottawa wherever the new standards are found to be unnecessarily harsh or restrictive. It need not be said that there is no objection on the part of legitimate manufacturers to the enforcement of proper measures for the sustaining of reasonable standards. No one suffers more from the dispensers of adulterated products than those who are maintaining a high grade of quality, for it is from the former that the most insidious competition comes.

Intelligent investigation must be made, however, before definite standards are fixed. The pure food regula-

tions which went into force in the United States a short time ago, have been the cause of endless confusion and unnecessary disturbance to business interests generally. They were set with too little knowledge not only of the conditions of manufacture, but also of the demands of consumers. It may fairly be said that the great majority of housewives would brand as spurious an extract of lemon which was not of the color of lemon peel, yet the pure extract made from oil of lemon is as colorless as water. To give it the shade demanded by consumers a harmless coloring is added. According to the draft regulations issued by the Chief Government Analyst at Ottawa, an article with the standard amount of oil but with the addition of coloring matter would have to be labelled as a substitute for extract of lemon. The psychological effect of color is very important and must be given consideration in drawing up regulations.

The case cited is selected merely to show the need for a thorough investigation before the standards are finally approved and put in force. Towards this end it is urged that the department discuss, with manufacturers and dealers, with the utmost fulness, all provisions of the proposed Act before it is finally enforced.

The Hudson's Bay Route.

FURTHER light is cast on the Government's proposed Hudson's Bay railway in a report which has just been issued by the Department of Railways and Canals. The necessity of developing trade routes, and decreasing, as far as possible, the cost of transporting wheat from the western wheat fields to the European market, must be recognized by all, and for this reason, the Government is to be commended for having adequate surveys and investigations made of the country lying between the present cultivated area and Fort Nelson and Fort Churchill, and also of the Bay and Straits. But reading the reports as they have now been presented, one must come to the conclusion that unless later and more accurate data shows the country through which the projected line is to run to be much better than present information would indicate, and the Bay and Straits to be much safer and more navigable than we are led to believe, a railway to the Bay would provide an expensive and unsatisfactory outlet for the crops of the western provinces. A railway which will only be operated to its capacity for one month in the year, to a lesser extent for two or three more months, and not at all for the other eight or nine, must necessarily get high rates for the freight it carries, if it is going to pay expenses. The improbability of special boats being constructed for this service—boats which could only make two or three round trips a season—is itself a question which must be cleared up before a railway can be considered. The Hudson's Bay Railway is not an independent proposition. It must be discussed in relation to other conditions. The transportation of wheat from Manitoba, Saskatchewan, and Alberta, to Fort Nelson, no matter how cheaply it is done, if there is no satisfactory means of bridging the gap between Fort Nelson and Liverpool, is worse than useless. Before the project is advanced further it should be definitely and absolutely proven that this northern route, while it will provide cheaper carriage of grain from Western Canada to Europe than any route now existing or contemplated, will, at the same time, pay its way; that is to say, will not be a continual burden on the people of Canada.

Changes in Customs Regulations.

ATTENTION of manufacturers is called to an article on another page of this issue, in which is given the Government changes in regulations in regard to goods imported under the British Preference, and also under the new French Treaty, when the latter goes into effect. As it is necessary that certain declarations be made, it will be well for all interested to familiarize themselves with these in order that delay and inconvenience may be obviated.

Water Route to British Columbia.

IT is understood that application is being made by Elder, Dempster & Co., to the Board of Railway Commissioners, for an order compelling the railways to grant export rates on goods shipped to Montreal, St. John, or Halifax, and destined to Vancouver, via the Tehuantepec route. The railways refuse to grant these special rates, on the ground that goods shipped from one point in Canada to another, no matter what the route may be, cannot be called export business. The objection is technical. The Eastern Canada shipper, seeking to enter the British Columbia market, is frequently at just as great disadvantage as, or greater than, his competitor in England. In most cases the competition is not between the Canadian who will ship by the Tehuantepec route and the one who will use the Transcontinental railway. In that case the objection on the part of the railways to improving the position of their rivals would be reasonable. The real competition is between the British or foreign manufacturers, who have all the advantages of water routes and export rates, and the Canadian who, until the opening up of the Tehuantepec route, had to ship his goods by rail across the continent. We are at the present time making no criticism of the transcontinental rates granted by Canadian railways. Some years ago the Railway Commission declared that they were reasonable. But the cost of transportation by rail is necessarily much higher than by water, and the manufacturer who has to ship by the former route is at an impossible disadvantage compared with the one who can ship by water. As a result, in many lines, the manufacturers of Eastern Canada were totally excluded from the British Columbia market. The Tehuantepec route opened up new possibilities. It places Canada again in the running for this business. We believe that for the most part the traffic it will develop will be what is transferred from foreign competitors using other shipping routes rather than that which in the past has gone by rail across the continent.

IMPORTANT REGULATIONS

Amended Certificates of Origin on Invoices for Canada, to be Entered Under the British Preferential Tariff, and Also Under Treaty or Convention Rates.

British Preferential Tariff.—The following Regulations have been made and established by Order in Council of December 17th, 1909:

"From and after the first day of February, 1910, the Country of Origin in respect of each imported article shall be specified on the margin opposite to such article, or elsewhere on the invoice thereof, when the articles are for entry in Canada under the British Preferential Tariff.

A Certificate of Origin as hereinafter set forth is prescribed to be written, printed, or stamped on the face or back of all invoices of articles for entry as aforesaid (except raw and refined sugars).

Such Certificate shall be made and signed by the exporter personally, or on his behalf by his manager, chief clerk or other principal official having knowledge of the facts to be certified to, and shall contain the following statement of facts, viz.:

"B."

'That each article on this invoice is *bona fide* the produce or manufacture of a country entitled in Canada to the benefits of the British Preferential Tariff and specified on the invoice as its Country of Origin, and that each manufactured article on the invoice in its present form ready for export to Canada has been finished by a substantial amount of labor in such country and not less than one-fourth the cost of production of each such article, has been produced through the industry of one or more British countries.' "

Note.—Goods for entry under the British Preferential Tariff are to be invoiced separately from other goods.

The invoice forms for entry under the British Preferential Tariff in Canada remain as heretofore prescribed, except as to the above Certificate of Origin, the Surtax Certificate being, however, dispensed with on Preferential Invoices.

Hereinafter set forth are forms in full, combining the Certificate of Value and of Origin:

The following is the full form, combining the Certificate of Value and of Origin prescribed to be written, printed or stamped on invoices of articles for entry under the British Preferential Tariff in Canada, when the goods have been sold by the exporter prior to shipment:

FORM M.—B.

I, the undersigned, do hereby certify as follows:

(1) That I am the partner, manager, chief clerk or principal official, giving rank as the case may be, exporter of the goods in the within invoice mentioned or described;

(2) That the said invoice is in all respects correct and true;

(3) That the said invoice contains a true and full statement, showing the price actually paid or to be paid for the said goods, the actual quantity thereof, and all charges thereon;

(4) That the said invoice also exhibits the fair market value of the said goods at the time and place of their direct exportation to Canada, and as when sold at the same time and place in like quantity and condition for home consumption in the principal markets of the country whence exported directly to Canada, without any discount or deduction for cash, or on account of any drawback or bounty, or on account of any royalty actually payable thereon when sold for home consumption but not payable when exported, or on account of the exportation thereof or for any special consideration whatever;

(5) That no different invoice of the goods mentioned in said invoice has been or will be furnished to anyone; and

(6) That no arrangement or understanding affecting the purchase price of the said goods has been or will be made or entered into between the said exporter and purchaser or by anyone on behalf of either of them, either by way of discount, rebate, salary, compensation, or in any manner whatsoever other than as shown in the said invoice.

(B) That each article on this invoice is *bona fide* the produce or manufacture of a country entitled in Canada to the benefits of the British Preferential Tariff and specified on the invoice as its Country of Origin, and that each manufactured article on the invoice in its present form ready for export to Canada has been finished by a substantial amount of labor in such country and not less than one-fourth the cost of production of each such article, has been produced through the industry of one or more British countries.

Dated at

this day of 191

(Signature).....

Treaty or Convention Rates.—The following Regulations have been made and established by Order in Council of 17th December, 1909:

"When articles the produce or manufacture of any country are to be entered at the Custom House in Canada under Treaty or Convention, the Country of Origin in respect of each such article shall be specified on the margin opposite such article or elsewhere on the Invoice thereof.

"A Certificate of Origin as hereafter set forth is prescribed to be written, printed or stamped on the face or back of all invoices of articles for entry as aforesaid.

"Such Certificate shall be made and signed by the exporter personally, or on his behalf by his manager, chief clerk or other principal official having knowledge of the facts to be certified to, and shall contain the following statement of facts, viz.:

A.

"That each article on this invoice is *bona fide* the produce or manufacture of the Country specified on the invoice as its Country of Origin;

"That each manufactured article on the invoice in its present form ready for export to Canada has been finished by a substantial amount of labor in such specified Country of Origin and not less than one-fourth the cost of production of each such article has been produced through the industry of the said Country."

The Certificate of Value and of Origin prescribed to be written, printed, or stamped on invoices, under the provisions of the French Treaty, is similar to Form M.—B. above, except that for Section B. above, section A. is substituted, as follows:

(A) That each article on this invoice is *bona fide* the produce or manufacture of the Country specified on the invoice as its Country of Origin;

That each manufactured article on the invoice in its present form ready for export to Canada has been finished by a substantial amount of labor in such specified Country of Origin and not less than one-fourth of the cost of production of each such article has been produced through the industry of the said Country.

CUSTOMS RULINGS

Board of Customs Decisions.

Beef Tongue, cooked, pressed in the form of blocks, wrapped in paper and placed in a wooden case, has been declared to be dutiable under item 8 of the tariff, General Tariff rate, 27½ per cent.

Departmental Decisions.

Tin Door Catches for stoves have been ruled to be dutiable under item 344, General Tariff rate, 25 per cent.

Asphaltum Oil, as per sample, for roofing purposes, has been ruled to be dutiable under tariff item 711, General Tariff rate, 20 per cent.

Artificial Silk Fabrics, as per sample, have been ruled to be dutiable under tariff item 581; British Preferential rate, 17½ per cent.; General Tariff rate, 30 per cent.

Asphaltum, as per sample, may be admitted free of duty as rubber substitute under tariff item 616.

Opalite Tiling (glass) has been ruled to be dutiable under tariff item 326a, General Tariff rate, 22½ per cent.

Cyanide of Potassium for electro-plating may be admitted free of duty under item 208.

Item 403. The term "value" in this item means the fair market value as sold for home consumption.

Special Duty.

Galvanized and Black sheets of iron or steel larger than thirty by fifty-two inches are to be admitted temporarily without dumping duty, provided such iron or steel sheets be imported and entered for duty on or before 31st March, 1910.

Incandescent Lamp Sockets for street lamps, known as "Series Sockets," measuring 1½ in. inside diameter and over, may be admitted at present on payment of regular duty without special duty.

INTERNATIONAL EXHIBITIONS

Allahabad, India.—The provinces of Oudh and Agra are exhibiting a healthy industrial activity, which will be given an additional impetus by the Exhibition to be opened December, 1910, and to be continued for three months thereafter. The Exhibition will include agricultural and manufacturing products and appliances. Information may be had by communicating with the Secretary, United Provinces Exhibition, Allahabad, India.

South Africa.—It is announced that the exhibition which it was proposed to hold in South Africa in 1910 has been postponed till 1912.

London, Eng.—A Drapery and Ladies' Wear Exhibition, for manufacturers and wholesale firms only, will be held at the Royal Agricultural Hall, Islington, London, N., from April 18th to 28th, 1910. Full particulars will be furnished by the International Trade Exhibitions, Ltd., Broad Street House, London, E.C.

Valparaiso, Chile.—It is proposed to hold an International Agricultural Exhibition, beginning September 1st, 1910, in connection with the centennial celebration. No details have been received.

Manchester, Eng.—An Engineering and Machinery Exhibition will be held in Manchester from October 14th to November 5th 1910. Mr. C. H. Luke, 104 High Holborn, London, W.C., is Director.

Frankfort, Germany.—An Exhibition of Office Furniture and Business Equipment will be held during the last week of April, 1910. It will comprise all articles used in the office, such as typewriters, cash registers, adding machines, copying presses, duplicators, files, ect.

Constantinople, Turkey.—The newspapers of Turkey are agitating for an international exhibition, in order to develop the manufacturing idea in the people of that country.

STEAMSHIP SAILINGS

St. John to Liverpool—
C.P.R. Liner, Jan. 14 and 28.
Allan Liner, Jan. 7 and 21.

St. John to Bristol—
C.P.R. Liner, Jan 12 and 26.

St. John to London—
C. P. R. Liner, Jan. 19.

St. John to Glasgow—
Donaldson Liner, Jan. 6.

St. John to Manchester—
Manchester Liner, Jan. 8 and 22.

St. John to Havre and London—
Allan Liner, Jan. 12 and 26. Calling at Halifax 2 days later.

St. John to South Africa—
Elder-Dempster, Jan. 10.

St. John to Nassau, Cuba and Mexico—
Elder-Dempster, Jan. 10.

St. John to West Indies—
Pickford & Black, Jan. 1.

FOREIGN CUSTOMS CHANGES

Import of "Tinned" Utensils.

By an Argentine Decree of September 26th the importation for sale is prohibited of utensils known as "tin kettles" or "black kettles" and "English frying pans," and other similar articles, which, by reason of the quantity of lead contained in the tinning, may be injurious to health.

Tariff Classification of Bedsteads.

Bedsteads of iron in combination with brass are now classified as follows on importation into Mexico:—Iron bedsteads with only knobs of brass, under tariff No. 234, at the rate of 22 cents per kilo.; iron bedsteads with brass fittings or ornaments other than brass knobs, also iron bedsteads cased with brass, under tariff No. 203, at the rate of 50 cents per kilo.

Reduction of Duty on Steel Tubes.

The duties on steel tubes entering Portugal have been reduced by Ministerial Decree to the level of those imposed on iron tubes, which are as follows:—

	Reis.	£ s. d.
Tubes of wrought or rolled iron, without screw holes, jointings, or other work, plain .....100 kilos.	200 Cwt.	0 0 5½
Ditto, ditto, tinned, galvanized, or coated with zinc, lead, or other preparation	" 400 "	0 0 11
Tubes of cast iron	" 2,000 "	0 4 7

NEW TELEGRAPH CODE TARIFF

CONSIDERABLE misapprehension exists over the new tariff on telegraph messages sent by code which will go into effect on July 1st, 1910. As the new regulations are now explained there is no increase in rates, except in rare instances. For code messages any word appearing in the dictionary of any one of the eight principal European languages is available, and goes as one word, irrespective of the number of letters contained therein. This provides about two million words from which to make up codes on which the new tariff does not apply. It may be added that all the chief codes now in use are made up of these words.

There is a change in the case of unpronounceable groups of letters which are used as code words. Heretofore these were charged at the rate of a word a letter. After July 1st they will be charged for at the rate of five letters to the word. This is a distinct reduction.

The only increase is in the case of pronounceable artificial words, that is words which, while they can be pronounced, are not found in any of the eight languages specified. Formerly these were sent as one word if they did not exceed ten letters in length. Under the new schedule they are reduced to five letters to the word.

Considering that the Railway Commission, in authorizing the new tariff of charges, postponed the time at which it would come into effect till July 1st, to admit of any necessary readjustments, there is little cause for dissatisfaction in the changes.

NEW PATENTS ISSUED

The following is a list of Canadian patents granted on November 16, 1909, to Canadians in Canada and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada; Russel S. Smart, resident.

121849. M. Armstrong, Kansas City, Mo. Explosive Toys.

121851. C. H. Bachman, Guelph, Ont. Supers for Bee Hives.

121856 C. Buch, Toronto, Ont. Printing Ink Retainers.

121866. W. H. Church, Saskatoon, Sask. Land Rollers.

121872. A. G. Davison, Ottawa, Ont. Hose Supporters.

121873. A. Dunbar, Woodstock, N.B. Logging Engines.

121882. C. A. Hart, Montreal, Que. Clips for Spring Beds.

121885. J. Herscooici, Montreal, Que. Combination Coats.

121886. C. S. Hook, Toronto, Ont. Combined Friction and Jaw Clutches.

121889. C. H. Ives, Montreal, Que. Head Rest Operating Mechs.

121893. J. Langlois, Forget, Sask. Gang Plows.

121897. W. R. Malcolm, Toronto, Ont. Soil Pipe Fittings.

121900. R. Mortimer, Duddley, Ont. Axes.

121909. A. Rahn, Neustadt, Ont. Curry Combs.

121914. P. M. Rodden, Montreal, Que. Observation Cars.

121922. J. Cshwab, Winnipeg, Man. Air Warming Attachs. for House Furnaces.

121927. L. Smith, Stratford, Ont. Collar studs.

121931. W. J. Stewart, Montreal, Que. Delivery System Tickets.

121932. W. H. Sumbling, Toronto, Ont. Reversible Gears for Power Driven Machines.

121937. W. H. Tucker, Vernon, B.C. Irrigation Ditch Outlets.

121953. E. G. Sylvester, Lyster, Que. Cheese Boxes. W. J. Sylvester.

121956. C. N. Choate, Woodstock, Ont. Rural Mail Boxes. Eureka Planter Co., Ltd.

121994. W. J. Rennie, Montreal, Que. Linotype Machines. Mergenthaler Linotype Co.

121996. J. Scawab, Winnipeg, Man. Combined Heating Systems for a plurality of boilers.

122000. W. B. McLean, Brockville, Ont. Rotary Engines.

122002. W. H. Perrin, New Liskeard, Ont. Sheaf Shockers.

121699. R. H. Montgomery, W. A. Gray, A. Simeon, Toronto, Ont. Hose Reels.

121705. R. Borden, Toronto, Ont. Pipe Threading Machines.

121711. W. J. Curry, Victoria, B.C. Mops.

121720. J. M. Fleming, Ottawa, Ont. Automatic Regulating Means for Smoke Consumers.

121727. B. J. Hayes, Montreal, Que. Coat Hangers.

121728. W. H. Heard, London, Ont. Spraying App.

121732. P. Houston, Ottawa, Ont. Warning Signals for budges and the like.

121734. J. H. Jackson, Hamilton, Ont. Typewriting Machines.

121750. L. G. Nickles, Toronto, Ont. Tyres.

121754. J. Moore, London, Ont. Ball-bearing Chimney and Ventilator Tops to increase the draft.

121756. J. C. Nichol, Ottawa, Ont. Lubricators for Car Axle Journals.

121781. T. H. Speight, Markham, Ont. Wagon Gears.

121786. R. Sylvester, Lindsay, Ont. Travelling Threshing Machines.

121795. W. D. Wright, London, Ont. Seamless Caps.

121801. W. Atkins, St. John, N.B. Nut Locks and Bolts. W. Atkins and A. W. MacRae.

121803. I. Wynn, Arnprior, Ont. Gates for Railway Crossings and the like, and means for operating the same. I. Wynn, and J. Brennan.

121807. W. Bolt, Wingham, Ont. Railway Crossing Gates. W. Bolt and J. H. Chisholm.

121825. J. H. Field, Victoria, B.C. Electric Alarm and Call Bell Systems assigned.

122009. C. F. Pym, Essex, Ont. Lasting Machines. C. F. Pym, Krentler Bros. Co.

122017. W. M. Maloney, Toronto, Ont. Mail Catching and Delivering Devices for Railways. J. Playfair.

122021. J. H. Field, Victoria, B.C. Means for Controlling Electric Fire Alarm and Call Bell.

122034. F. E. Joselin, Toronto, Ont. Combined Beds and Davenports.

122046. E. Poulin, H. Baril, La Patrie, Que. Curd Breaking Apparatus.

122052. G. A. Arnott, Arnprior, Ont. Methods and Apparatus for handling heavy girders and similar objects.

122056. C. M. Becker, Port Rowan, Ont. Ironing Boards.

122059. A. Bertram, Toronto, Ont. Compositions of matter for the Surface Coating of Walls.

122062. W. H. Bradt, Windsor, Ont. Carburetting and Gas Producing Machines.

122066. H. B. Callander, Guelph, Ont. Hangers for Elevated Tracks.

122081. J. F. Fraser, Ottawa, Ont. Acetylene Gas Generators.

PROGRESS OF TECHNICAL EDUCATION ABROAD

At National Convention on Industrial Training, recently held in Milwaukee the Essential Necessity of this Department of Education was Insisted Upon by Eminent Educationalists.

IN a country which has such absolute confidence in education as a curative for national ills as Canada has, it is disappointing to find how apparently slow the progress is towards a national scheme for technical training. It is not sufficiently recognized that it is not so much the employers as the employees, the great mass of the citizen body, who will profit most from such a system. Where it is absolutely necessary, the manufacturer can get his skilled help from abroad. The great problem, though, is how to raise our own native Canadian workmen to the position where they can compete on an equality with their fellow craftsmen in any part of the world. In intelligence, in energy, in initiative our workmen are second to none. It will be a national calamity if through lack of the right kind of education they are consigned to the ruder, less skilled, less productive, and less remunerative branches of labor while the citizens of countries which have recognized their opportunities cull the choicest fruits of industry.

Other countries have taken up the work as a national undertaking. In Prussia and Austria technical schools are supported by the government and are under the direction and control of the Department of Trade and Commerce. They are recognized as being an integral factor in these countries' industrial prosperity. In the United States the federal government is spending large sums in addition to the municipal expenditures on this work. Mr. S. M. Wickett, who recently attended a convention in Milwaukee where were gathered experts in technical education from all over the United States, has given the following report of the discussions and exhibits:

Ways and Means.

Between two and three hundred of the leaders in industrial education in America from twenty States in the Union were present, and presented the conclusions come to in their various schools. The rounding out of democratic education seemed to be their point of view, and it was emphasized as one of the pressing problems of the United States. An immediate task was to map out plans and methods of instruction and to provide ways and means for meeting the higher expenses involved. Present public school education costs from anywhere up to, say, $60 per pupil per year; high schools, up to $70 or $80; ordinary technical education will cost annually $150 up. In this connection the view seemed to prevail that moderate fees should always be charged for vocational instruction. Free tuition leads to temporary and slothful attendance of indifferent pupils and handicaps good work.

What Convention Thought.

Opinion favored the view that technical education should be incorporated into our present educational system. Separate technical educational boards or commissions were disapproved of. Emphasis was laid on the importance of the qualifications of teachers. In no class of educational work did so much depend on the ingenuity of the teacher. Men with both teaching ability and factory experience came in for special praise, as did also the idea that technical schools should be simply factory structures, with plenty of light and space. The kid-glove school must go where industrial instruction was given.

Vocational Training.

Favor seemed to be turning from manual to technical or vocational training. That is, the technical tasks done in school must have a definite practical as well as educational purpose in view. The knowledge that the results of the pupils' work are, so to speak, to live on objectively is counted a strong influence on the pupil's enthusiasm. But no hard and fast outline of a system could be prescribed. The character of instruction attempted must be flexible, depending on the character of local industry and on its changing conditions, such as special temporary undertakings of importance, etc.

In rural schools more attention should be paid to agriculture and nature studies; in manufacturing towns co-operation with the manufacturers should be secured. No form of industrial education should be attempted before the child was twelve years of age. From twelve to fourteen some manual instruction might be given to those intending to enter upon a trade. The factory age limit should be raised from fourteen to sixteen years, and during these industrially unproductive but mentally strongly formative years the future mechanic (boy or girl) should be required to attend vocational classes. If he could stay a year or so longer still, so much the better. He probably would stay if he was interested and was getting results. If he did not possess the wherewithal, but had to work for his living, he could continue in evening classes.

Evening Class Work.

Evening class work was a great boon, but meant often a severe physical strain on the student. On this point some teachers reported that evening instruction often proved not a strain but an enjoyment and refreshment to the right-minded student. Practically all agreed, however, that the whole educational value of night schools was not to be compared with that of day schools. In a sense, then, night schools were a necessary evil: they were necessary because of the deficiencies of our present educational system and the poverty of many families. In no case should the attendance of children below sixteen be encouraged in night schools, and for evening classes practical rather than abstract instruction was advisable.

An Exhibition of Work.

An impressive part of the convention was the exhibits from a number of technical schools. For the information of those interested in such exhibitions a short description may be added. The exhibits were hung on temporary walls of dark green burlap about ten feet high, with a shelf at the bottom about 2½ feet high and 2½ feet wide. At the top stood out prominently the name of the school, with large photos, of uniform size and framing, of the school buildings, and of the pupils at work in each department. A second row was composed of light brown cardboards of a uniform size (about 3 x 2 feet), on which displays were made. Usually particulars of school attendance, courses, fees, etc., were first given in large white type. Then follow in order samples of the work actually carried on by departments with explanatory notes. Here each course of study was laid bare before one's eyes. On the shelf or table below were displayed pro-

ducts too large or heavy to hang on the wall, and printed information about the school. One or two exhibits had maps showing graphically the average wages paid to unschooled workmen compared with the wages earned by boys who had attended the technical classes.

Well Arranged.

For variety's sake, and also for convenience, wooden panels about 4 x 3 feet were hung here and there, showing heavier objects in the various stages of manipulation, from raw material to finished product. One complete exhibit was displayed on a series of revolving shutters, such as one sees at times in a wall paper or photographer's shop. The shutters were made of a metal frame 4 feet high and 2½ feet wide, covered with green burlap, and swung in a groove from which they could readily be removed, so that it was possible at once to add to or take from the number of shutters on exhibition.

A Convention for Canada.

As regards our own country, certainly the time has come for a broad systematic consideration of the relation of our public and high schools to our industrial life. It would be a splendid thing for Canada if we could get all the Provinces moving along one line, and a national convention on the subject, say under Ontario auspices, ought to give splendid results. In the meantime it is to be hoped, too, that the Dominion Government will not hesitate long in acting on Mr. Guthrie's motion, which has just received evidences of such wide and enthusiastic support. The Canadian mechanic and Canadian industry deserve the commission of inquiry asked for.

The Canadians at the convention were: Dr. Seath, Superintendent of Education for Ontario; Mr. F. H. Sexton, Superintendent of Technical Education in Nova Scotia, and Mr. S. Morley Wickett, Toronto, for the Canadian Manufacturers' Association.



Forge Shops, Springfield Technical School.

This exhibit was most complete, from photos of the buildings and classes at work to a full presentation in its various stages of all the work actually done. With the rarest exception no small models were made for purposes of exhibition. Such a practice was declared out of date. Exhibits were taken from the actual work of each school. Here and there samples of written class-work were also given.

On a separate table was displayed an interesting collection of the text-books in use. It was noticed that so far no official prescription of text-books by Education Departments has been attempted.

During the course of the convention one speaker gave an account of his school and its work, with an interesting series of lantern views, which made everything appear very real, from the details of classwork to the sports of the pupils. Undoubtedly such exhibitions aid materially in informing the public and prospective students as to the work of technical schools.

LIMIT SPECIAL TREATMENT.

A PROPOSAL to grant a bonus to a new furniture manufacturing company in Berlin, which was favored by the city council and the board of trade, was baulked by the refusal of two furniture manufacturers, already established in the city, to agree to the grant. This was entirely within their rights. According to the law special treatment of this kind can be given only with the consent of other manufacturers in the same line, if there are any such. An application to the provincial government to have the objections overruled received small encouragement from Premier Whitney. The general feeling among legislators is towards circumscribing rather than extending the power of municipalities to grant special favors.



The Mouth of the Nelson River, the Proposed Port.

IS RAILWAY TO HUDSON'S BAY DESIRABLE?

A Report Just Issued by the Government at Ottawa, gives the Results of the Preliminary Surveys for the Hudson's Bay Railway. Many Objections to the Route are Apparent.

AS long ago as May, 1908, Industrial Canada called attention to the abnormal conditions surrounding the scheme for building a railway from Western Canada to Hudson's Bay. A report just issued by the Department of Railways and Canals strengthens us in our doubts about its feasibility. Briefly stated the proposition is to run a line from Le Pas, 300 miles from Winnipeg, to the mouth of the Nelson River, a distance of about 410 miles. At Fort Nelson elevators would be constructed to operate in conjunction with boats sailing direct to England. The estimated cost of the road, including equipment and terminal facilities, would be at least $25,000,000.

In our previous article we assumed that there would be two months of open transportation between the beginning of threshing and the close of navigation in Hudson's Straits. It seems that we were too liberal in our estimate; that in fact only one month could be counted on, in which to move the crop. What was not sent during this short period would have to be stored for eight months, till navigation opened again in the following year.

A Unique Proposition.

In his report Mr. M. J. Butler, Deputy Minister of Railways and Canals, states that he finds considerable difficulty in deciding upon what basis to provide accommodation for a railway that, in the nature of things, cannot be operated to its capacity for more than two months in the year,—to a lessened extent for a possible three months, and for the remainder of the year still less. The proposition is certainly unique. It means the tying up of $25,000,000 in a plant which is only operative during a fraction of a year and the consequent earning of dividends during the period of operation far beyond what any of the older roads is doing in the most settled part of the country. Here is the situation. Because of the extreme shortness of the season, especially after the harvest is gathered, the road would have to be equipped to its utmost capacity with freight cars and locomotives. The same amount of trackage and terminal facilities would be required as if the road were to be operated all the year round. A complete staff of officials would be required, from managers down to track men. To pay all the necessary salaries, to provide for interest on the great expenditure, to supply rolling stock and keep it in repair, to carry on all the business of a transportation company, the profits would have to come from a complete operation of the road for one month out of the twelve, and from a more or less partial operation of it for the rest of the year

Would Not Reduce Rates.

The road would be essentially a wheat road. Its one object is admittedly to provide a quick and cheap route for the transportation of the grain of Western Canada to the markets of Europe. Let us see how it would work out. At present the cost of transportation per bushel of wheat from Winnipeg to Fort William is 6 cents; from Fort William to Montreal 6 to 7 cents by lake and rail or 5 to 6 cents by the all-water route. That is to say, with the present canal equipment the cost of carrying a bushel of wheat from Winnipeg to Montreal is from 11 to 13 cents. For the present not taking into consideration the difficulty of getting adequate shipping to carry the grain from the elevators of Port Nelson, for specially constructed vessels would be necessary to navigate in the ice fields of the straits and bay, nor the high insurance resulting from the great dangers of the route, nor the additional cost through the fact that the vessels could only make about three round trips during the season, not mentioning these several disabilities under which the route would suffer and which would add materially to the cost of the ocean part of the transportation, the cost of the rail traffic alone would in all probability prevent any great amount of grain being carried this way.

Cost of Operation.

At three and one-half per cent. the interest on the bonds would alone run up to $875,000. The largest estimate of the amount of grain going forward by this route for years to come, made by Mr. W. E. Knowles, M.P., is 20,000,000 bushels. Allowing the road 12 cents a bushel, which is the average cost at present for carrying wheat from Winnipeg to Montreal, and needless to say the new line would have to give

a better rate than this to get the business, the gross revenue would be $2,200,000.00. On roads operating under the most favorable conditions, in old established sections, with great local traffic, the running expenses, exclusive of fixed charges, cost of new equipment, etc., is 70 per cent. of the gross revenue. It certainly would not be less on this road. Seventy per cent. of the gross revenue in this case would be $1,540,000, leaving $660,000 to pay fixed charges, of which one single item, interest on bonds, is $875,000! Local traffic, it is said, may add to the revenue from export wheat, but in this connection there are two things to be considered: first, there has not been enough investigation and observation of the territory through which the proposed road would run, to enable anyone to say with any degree of certainty whether the land is capable of growing wheat or not; secondly, it is questionable in view of the immense territories just being opened up by the G. T. P. and the C. N. R. whether it is advisable, even if possible, to attempt to place settlers in still another territory. Compactness, both from the standpoint of the individual and the nation, is very desirable in the Canadian West.

Manipulation of Market.

Another objection to the proposed route is the manipulation of the market to which the storage of large quantities of grain in one place might give rise. Undue fluctuations in the price of wheat are objectionable no less to the farmers than to the general consuming public. Farmers could not afford to hold their grain for eight months until the year after it was harvested. Therefore the great bulk of the wheat which did not get out before the close of navigation would find its way into the hands of rich individuals and syndicates, who might conceivably use the power it gave them to work the market, contrary to the interest of the public.

The Government is already pledged to the construction of a deeper Welland Canal and a waterway to join Georgian Bay with Montreal. These are of immediate importance and will undoubtedly reduce the cost of transportation from the head of the lakes to the sea. The English company which has a charter for the Georgian Bay canal, promises a rate of 2½ cents a bushel, from Fort William or Port Arthur to Montreal, which is 3½ cents less than the present rate. In view of this probable saving, it would be well to move slowly in the rather visionary scheme of linking up Western Canada to Hudson's Bay.

Users of artificial light will be interested in a booklet recently issued by the Canadian Westinghouse Company, Hamilton, containing an illustrated article on recent types of Arc Lamps and Their Operation. There are arc lamps and arc lamps. The booklet referred to above shows that they vary exceedingly in illuminating efficiency. A perusal of the article is well worth while.

A catalogue, No. 81, on conveying machinery, has been issued by the Jeffrey Manufacturing Co., Montreal. The catalogue contains descriptions, amply illustrated, of elevating, conveying and power transmitting machinery and chains. The book, which runs to about 400 pages, will be sent on request to any address.

An interesting series of blotters has been issued by the Metallic Roofing Company, Toronto. The illustrations are clever and the text striking.

A GROWING INDUSTRY

Canada's Coal Fields are Supplying a Steadily Increasing Output. Little Anthracite Mined.

EVER since 1896, says a Government Report on Canada's coal production, each year has shown a marked increase over the preceding one in the figures representing the annual tonnage of coal extracted from the Canadian mines, and not once has this growth suffered a set-back sufficient to show a decrease in the succeeding year. This is, of course, a natural consequence of Canada's development, not only industrially but also agriculturally, since the fuel for domestic uses in the prairie provinces is almost exclusively coal and lignite. As the growth of a country can be closely gauged by the increase in the production and consumption of coal, it may be interesting to point out that in 1874, which is about the earliest year for which we have a comparatively reliable record, the production of coal in Canada was 1,063,742 tons; it took twelve years of growth to double this annual production, and in 1886 we recorded 2,116,653 tons; this latter figure took another twelve years to double, and in 1898 we produced 4,173,108 tons; but at this point the rate of increase grows considerably, and six years later, in 1904, the 1898 figure of production is doubled and we record 8,254,595 tons. Four years later, in 1908, the increase is approximately 2,250,000 tons, showing a rate which is rather lower than for the previous few years, but if we consider that both 1907 and 1908 were unfavorable to the coal industry, it is not unlikely that in two or three years from now the annual production may be double that of 1904.

It is, moreover, to be noticed that the value of the production of *coal alone* in 1908 exceeded by nearly $3,000,000 the value of the *total mineral production* of Canada during the year 1896.

In 1907, during the first part of the year, great activity prevailed in coal mining throughout the whole of Canada, but towards the latter part of that year, as well as the greater part of 1908, several causes contributed to a decrease in the operations of the collieries, among which were the financial and industrial depression which marked that period throughout America; labor troubles in the collieries which resulted in a decreased output, and a severe winter which in the spring of 1907, especially in the western provinces, materially impeded the means of transportation and paralyzed traffic, giving rise in many cases to very serious shortages of fuel for industrial and domestic uses.

The coal mined in Canada comprises the three varieties, anthracite, bituminous and lignite. The bituminous forms by far the largest proportion of the output, being mined exclusively in the Maritime Provinces, in British Columbia, and in the Crow's Nest Pass region of southwestern Alberta. It is, of course, difficult to draw any sharp lines of demarcation between the different varieties of coal, as the produce of some mines might be equally well placed in one or the other of the classes according to the classification adopted; but roughly speaking we may say that out of 11,000,000 tons produced in Canada in 1908, about 10,000,000 tons may be classified as being bituminous.

Only one mine works an anthracite coal seam. This is at Bankhead, near Banff, Alberta; but the output of this mine is larger than that of any one of the lignite mines of the Province.

In the past, the anthracite and the lignite which are produced exclusively in Alberta and Saskatchewan, had been used mainly for domestic purposes; but lately the Alberta

anthracite has entered the industrial field and is now used to some extent in gas producers. It is very probable that lignite will before long also be used industrially in the same way, as experiments conducted by the governments of both the United States and Canada show that it can very advantageously be used in this manner

The production of coal in Canada in 1907 was 10,511,426 short tons, valued at $24,381,842; and in 1908 it reached 10,886,311 tons, valued at $25,194,573; these values being at the pit mouth. The production of 1907 shows an increase of 748,825 tons, or 7.67 per cent. as compared with 1906. The increase in 1908 as compared with 1907 was lower, being only 374,885 tons, or 3.5 per cent.; but considering the adverse industrial conditions which prevailed during the early part of 1908 these figures are still very gratifying.

OUR TIMBER RESOURCES

A Report on the Dominion Forests by Mr. R. H. Campbell, Superintendent of Forestry.

"IF the forests of this great region, so absolutely necessary to a northern district, a great portion of which is not even provided with coal, are to be preserved, an appropriation sufficient to provide an efficient and comprehensive patrol must be given, and the interests involved would thoroughly justify the expenditure." These words are used by Mr. R. H. Campbell, Superintendent of Forestry, in regard to the immense stretch of country lying between Hudson Bay and the Rockies and north of the Saskatchewan and form part of his contribution to the report of the Department of the Interior, lately laid before Parliament. The district extends about 1,000 miles east and west, by some 300 to 600 miles (averaging 400 miles), north and south, and is all more or less forested.

Steps have already been taken for the patrol of part of the region, rangers having, in 1908, been kept on the Athabaska, Lesser Slave, Peace and Great Slave rivers, in the region north of The Pas, (Sask.), and in the country north of Prince Albert, Sask., including the Lac la Ronge district, the scene of the mining excitement. Some of the most important points and routes of travel, however, remain unprotected, such as the whole district surrounding and north of Lake Winnipeg as far as Hudson Bay, the whole valley of the Churchill river and a great part of the Peace and Mackenzie river districts.

Fire notices have been printed in Cree and Chipewyan for distribution in the north and a copy of one of these is appended to the report.

A special patrol was maintained along the route of the G. T. P., with the encouraging result that no serious fires occurred. Similar precautions need to be observed on the many other railway lines projected in the northern country.

The importance attached to this branch of the work by the Forestry Branch is shown by the increase in the number of fire rangers from 47 in 1907 to 82 in 1908; these rangers patrol their respective districts, discover and extinguish fires and warn travellers and residents of the danger of setting or neglecting fires. Few serious fires occurred on Dominion lands in spite of the dryness of the season and the consequent risk. The most serious fires were at Salmon Arm, Manson Creek and White Lake, in British Columbia, and in the valley of the Spray river in Alberta.

For the B.C. fires squatters on timber berths were chiefly responsible and in one case carelessness on the part of a lumber company was a partial cause; for the Spray valley fire the carelessness of tourists is responsible. By the B.C. fires 200,000 feet, board measure, of timber were destroyed and 10,000,000 feet damaged; and the Spray valley fire burned about 3,000,000 feet.

MEASURING THE WATER SUPPLY

A Survey by the Government of the Water Supply of Western Canada.

MUCH attention is now being given by the Forestry Branch of the Department of the Interior (which also has charge of irrigation work) to the inauguration and operation of a hydrographic survey in Southern Alberta and Southwestern Saskatchewan, and this topic is given special attention in the report of the Department for 1909, lately issued.

The object of this survey is to ascertain the amount of water available in the various streams measured at all seasons (such as periods of flood, low water and intermediate stages). Reliable information is thus to be obtained by which may be regulated not only the amount of water to be disposed of for irrigation purposes, but also the amount of water to be allowed for the domestic water supply of the rapidly growing cities and towns in these districts as these outgrow their present sources of supply, and also the amount available for power purposes.

Data will also be procured as to possible sources of supply and sites for reservoirs.

Three parties of two men each have been working in the Calgary, Lethbridge and Medicine Hat districts, respectively. Their duties are to establish gauge rods in streams at suitable points and to arrange with some capable person in the vicinity to take daily observations of the height of water and to report these periodically to the chief hydrographer. At each of these points the bed of the stream is carefully measured, and an instrument known as a "current meter" is employed to determine the rate at which the water is flowing. From these data can be calculated the volume of water in the stream at different periods.

After these observations have been continued for several years pretty accurate and reliable results can be obtained as to the volume of water in the stream.

In the rapid development of the West, agriculturally and industrially, such information cannot fail to be of the utmost importance and merits increasing attention being given to it.

The report also treats at some length of the more important irrigation projects. One of these is the Canadian Pacific Railway Company, which comprises a tract of some 3,000,000 acres, situated along the Bow River, eastward from Calgary. Of this tract some 2,000,000 acres is considered irrigable, and to develop this will require an outlay of about $5,000,000. The Southern Alberta Land Company now has under construction a system of canals for the irrigation of a large tract of land lying between the Bow and Belly rivers and near Medicine Hat. The Alberta Railway and Irrigation Company, the pioneer irrigation company in Canada, has a canal system which covers a large tract in the vicinity of Lethbridge, a tract of country in the development of which irrigated farming has taken a prominent part. This company has expended considerably over $1,000,000 on its system of canals.

Many other interesting topics are taken up in the report, which may be had from R. H. Campbell, Superintendent of Forestry.

DEVELOPING THE WEALTH OF WESTERN CANADA

How Arable Land is Made More Productive by a System of Artificial Irrigation. What the Canadian Pacific Ry. has Accomplished on a Three Million Acre Tract.

ROSEATE pictures were painted five years ago by those who had in hand the work of developing the three million acre irrigation tract which the C. P. R. was opening up east of Calgary. These men drew mental sketches of a country which, while as densely populated as the older settled portions of Ontario, would possess greater producing power, greater money earning capacity than any part of Ontario. And irrigation was to do it all. Not irrigation as it is understood in the desert places of the world, but as it is understood by the owner of a fine lawn or garden in any part of the world. An irrigation of a productive country to increase its productiveness. A keeping of the land constantly moist, despite drying winds and long hours of sunlight, so that the growing seeds may have every chance to develop their maximum of growth and crop, as a lawn is kept wet with a sprinkler in order that it may keep throughout the summer months its soft greenness. No one in that country has suggested that it would not produce a crop without irrigation; that had been proved time and again; but what they did contend was that with irrigation it would produce a larger and more unvarying yield. And with that in view the huge expenditures were undertaken. Not without criticism, for many pointed in scorn to the heavy annual rainfall of the Calgary district, asking why irrigation was needed. Each year since the work was completed has seen a further demonstration of the foresight of the men who planned that work, till now the enthusiasm of those who have directly and indirectly benefited shows a tendency to go to the other extreme, and they talk calmly of developments and growth never before dreamt of by the most sanguine.



The Products of Irrigated Land.

But what has been actually accomplished to date. When the work was under construction your correspondent spent several days in going over the various ditches, flumes and canals which were being constructed, and was also shown over a considerable area of the land in the Gleichen district, which it was proposed to irrigate. A considerable amount of the enthusiasm of the guides of those days was instilled into his mind, and recently when a second opportunity was offered of going over the district it was gladly accepted. To go into the minute details of that trip would, perhaps, be wearisome, but there were many outstanding features which may be of interest.

The Work Accomplished.

A decade ago that district had all of the earmarks of a "cow" country from Medicine Hat to Calgary. There were a few scattered towns, not particularly prosperous looking; a few scattered fences which marked the boundaries of the huge pastures; an occasional small shack belonging to a homesteader, but nothing more. It was given over to the raising of cattle, sheep and horses, and as it is practised on an open range this is an industry which does not support many people. There was the same endless vista of rolling hills covered with short grass, and the occasional slough, or small lake, to break the monotony.

To-day over a large district all that has been changed, and now the towns have taken on a most active appearance; they have increased many times in size, and new ones have sprung up. The country, too, has changed. Where once the cattle roamed free are many fences enclosing quarter, half and full sections. There may be seen thousands of acres of growing grain, stubble or breaking. Wild hay has given place to domestic grasses and fodder, and even the cattle seem to have changed, taking on a more domestic appearance. Occasional glimpses may be caught of the irrigation ditches as they wind in and out among the hills. And everywhere there are buildings, houses and stables, barns and granaries, where the farmers are making their homes. Elevators, too, have changed the sky-line with their huge monoliths.

Results Shown in Towns.

But to examine the towns more closely, for probably there will be found the most true evidence of what has actually taken place. Step off any of the smaller towns which are tributary to the irrigation district. The visitor will find many prosperous looking stores carrying lines of goods which amply demonstrate the purchasing power of their patrons. Where once the stores carried provisions, clothing and similar articles most in evidence, to-day it will be found that they are general stores in every sense. Furniture, hardware, fabrics of all kinds, clothing, agricultural implements in endless profusion, have been added to a bewildering extent. Banks and real estate offices are there in numbers, and all seem to be



Experimental Farm on which Irrigation is practised.

busy. Enquiry will show that this activity is not a pretense to impress the visitor, but that it is an activity which is necessitated by the ever-growing needs of the community. And what has caused it ? There is only one answer—the farmers. They have come in hundreds and thousands, they are making money and they are spending it. Simple, isn't it!

Last visit Calgary. There will be found collected in a small area the major proof of what agriculture will do for a country. Calgary has always been an interesting city, but to-day it is one of the most interesting in the new West. Its growth in population, in buildings, in bank clearings, in business activity and commercial importance have been phenomenal. Its records show figures which would stagger one not acclimatized to such kaleidoscopic changes. From being headquarters of the cattle industry in that section of Alberta it has gained the position of dominating the trade of the Province, and with it has gained a dignity and importance which gives it a place among the leading cities of Canada. A few statistics as to population and building might not be out of place. Take the period from 1904 to date:

Year.	Population.	Building.
1904	10,543	$880,193
1905	12,500	838,829
1906	17,000	1,097,136
1907	21,040	2,094,264
1908	25,000	1,004,520
1909	29,265	2,432,072

Remarkable Increase.

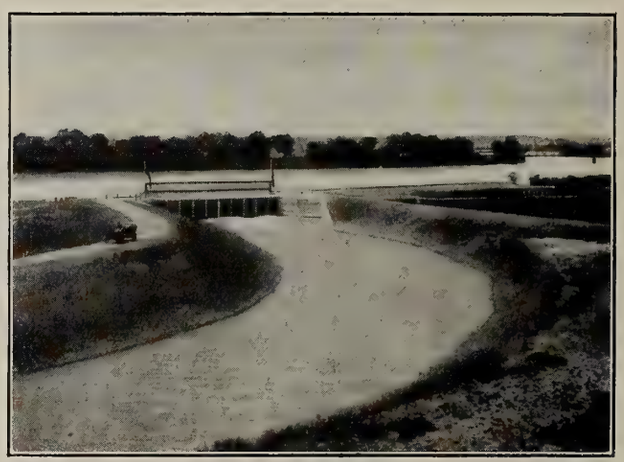
It will be seen that in the six years covered by these figures the population has trebled and the volume of building has attained to exceptional proportions. With this activity the appearance of Calgary has taken on a most decidedly commercial tone, and one that is full of vim and energy. Its banks are modern and well appointed, and its many warehouses are grouped in a district which will stand comparison with Winnipeg or Toronto. The bank clearings form a measure as to the success of a city. In Calgary they attained the high figure of $69,745,006; in 1907, and for the first eleven months of the present year, were $86,255,472. This is a gain of 33½ per cent., on the assumption that December is up to the average.

Though there are no statistics available as to the amount of business done by the wholesale houses, the customs revenue for several fiscal years might be quoted:

Year.	Revenue.
1905	$194,941
1906	281,530
1908	567,850
1909	444,522
1910 (estimated)	650,000

These are for the years ending March 31st.

It is the demands for supplies which have created this volume of business, and this demand has been created by the opening up of Southern Alberta by the farmers who have flocked in. True, they have not all gone into the irrigation districts, but these account for a fair proportion, and in years to come this proportion will increase.



Taking Water from the Bow River.

Irrigation in the Calgary district dates back to 1904, when work was first begun on the big ditch. As an engineering work it has not great features of interest, but as a commercial project it bids fair to make history. The C. P. R. block consists of approximately three million acres, and the surveys which have been made show that at least one-half of this may be irrigated. About one-third of the work has been completed, and about the same proportion of the land has been actually disposed of. The plan itself is of the simplest. From the foothills of the Rockies the whole of that section of Alberta has a sharp slope to the east. The idea is simply to take water from the Bow river at Calgary and by a series of canals and ditches, to lead it down to the lands below where it may be distributed as needed.



A Section of the Irrigated Land.

The Irrigation Canals.

The main intake of the canal is just to the east of Calgary, where headgates capable of looking after a flow of three thousand cubic feet a second have been put in. From there it is carried south and east through a main canal seventeen miles in length, which is 60 feet wide at the bottom, 120 feet wide at the water line and carries a depth of ten feet. This ends

in a huge reservoir three miles in length, a half mile in width and forty feet in depth, which has been created by the construction of a dam. From there it is led away in three secondary canals to the distributing ditches.

In working out the details of the scheme the large district was divided into three sections, the Western, Central and Eastern. It is on the Western section, a district containing 350,000 acres of irrigable land, that the work has been carried to completion. There were no great natural obstacles to overcome, and as the soil encountered was wholly alluvial, the work was straight earth excavation. But it is the extent of this excavation which impresses one. There were seventeen miles of the main canal, 150 miles of the three secondary canals and 800 miles of the larger distributing ditches, which conduct water to the selected point on each quarter section of land where irrigation is possible. These works were undertaken by the company, but in addition there are several hundreds of miles of distributing ditches which must be constructed by the farmers themselves to carry the water to different points on their lands. All of the headgates, spillways, drops, flumes, measuring weirs, highway bridges, and these number into the thousands, have been constructed and will be maintained by the company. The totals of the quantities of material moved are tremendous, more particularly the earth. They were as follows:—

Main canal	2,500,000 cubic yards.
Secondaries A, B and C...	5,000,000 cubic yards.
Distributing ditches	750,000 cubic yards.
Total	8,250,000 cubic yards.

Magnitude of Undertaking.

Preliminary surveys show that practically the same amount of material will have to be moved in the Central and Eastern sections so that the totals on the completed work will show 2,900 miles of main and secondary canals and distributing ditches, and 24,750,000 cubic yards of earth will have been moved. The original intention was to have created separate intakes for each of the three sections, but it has since been decided to enlarge the main intake and canal, and by increasing the capacity of secondary B, to secure the water from that source. The total expenditure on the work has been placed at $5,000,000, which means that $3.33⅓ will be chargeable against each acre of land actually irrigated, without taking into consideration the land which will be indirectly benefited by the work. The total area of the block involved in the work is tremendous. It is 150 miles in length from east to west, and has an average depth of 40 miles. The drop in elevation, from west to east, is 1,100 feet, which is ample to provide a steady flow of water over the whole district.

The work has been carried on under contract and has been constantly under the most careful supervision in order to give an assurance that no break in the canals will at any time cause an interruption of the flow. This is particularly the case in the main and secondary canals. Much of the earth excavated has been utilized in filling depressions along the right of way and in building the banks of the canals. Only the most suitable earth was used for this work, and it was laid down carefully. After being spread in thin layers it was dampened and rolled with steam rollers in order that the mass might be thoroughly compacted. In the heavier sections, where there were deep cuts or fills, steam shovels were used, and the earth handled on temporary tracks by contractors' engines. Where the work was lighter scrapers or regulation ditching machines were used, and showed excellent results. Farmers resident on the lands or in the vicinity were given employment wherever possible, and many of them reaped a handsome revenue.

One unique feature of the work is the departure from accepted ideas in irrigation. The company has adopted the principle of leading the water to the lands of the farmers, instead of compelling them to take it from main ditches at their own expense, a practise which holds in the United States.

Land Kept for Settlers.

Now as to what has been actually accomplished. While there are no statistics available as to the actual sales of this land year by year, representatives of the company have stated that 85 per cent. of it has been disposed of, and so active is the demand that a new policy has been decided upon. In the future but 160 acres will be alloted to one man, it having been found that this is the maximum area which one farmer can look after properly. Of course, no limitation has been placed on the amount of non-irrigable land which a man may buy in the district. But the irrigable land needs more attention, and it is not proposed that it should be put on a speculative basis to be held for a rise in value. What the company desires and what it is actually trying to accomplish is to get farmers on the land at once. Rapid colonization is their constant cry.

With this end in view a special campaign has been inaugurated to try and place the absentee land owners upon their holdings at the earliest moment possible. An irrigation inspector has been appointed, whose duty it is to assist and advise farmers in every way possible in laying out their lands to the best advantage, in building their distributing ditches, and in planting their crops. The services are rendered free of charge and are further supplemented by the work being carried on at the demonstration farms, where farmers may see for themselves how the work is carried on, and what results may be obtained. Further, the demonstration farm system will be further extended, and next year farms will be established in the areas where irrigation is not possible. There the dry-farming, or Campbell methods, will be shown, in order to prove that truly remarkable crops may be secured without the irrigation. It is a campaign of education, pure and simple.

C. W. Peterson, general manager of the company, has gone abroad to more thoroughly organize the British offices, and to plan the year's campaign there. He will also extend the organization into the best agricultural districts of Europe. The Salvation Army is taking the matter up in Great Britain, and preparations have been made for a considerable influx from there, while special arrangements are being made for these people. Land has been divided into 80 acre plots for them, and it is all ready for them to take possession. The holdings have been fenced, wells sunk, 50 acres have been plowed and sowed to wheat, and contracts have been let for the erection of comfortable residences. Further, the company has become so convinced of the value of alfalfa and its adaptability in that climate, that a carload of seed has been purchased and will be retailed at cost to any who wish to grow it.

Great Influx of Settlers.

The past year has been a notable one in the influx of settlers and in the land sales. For instance, in the month of October the total sales were not only greater than during any previous month, but they were greater than the total sales from the beginning of operations up till April 30th last. This has resulted in a regular invasion of homeseekers. During October a special train of thirty cars arrived from points in the Dakotas, which carried 100 persons, together with three hundred head of live stock and $100,000 worth of effects, all destined for points in the Bow Valley. More were ready to come on that day, but the railway company did not care to handle a larger train. And so it has been day after day. At the end of September a report showed that the incoming

freight receipts had increased 125 per cent. over the corresponding period of last year, while the elevator capacity of the district is three times greater than in 1908. The railway company has realized fully what is going on, and already have started the construction of a branch line north from Langdon which taps the western section.

F. W. Newell, director of the American Reclamation Bureau, who was a visitor to the Calgary district during last summer, has stated that greater inducements are offered homeseekers in the Bow Valley than in any of the projects over which he has control. "In the final adjustment of land values, the irrigation lands of the Bow Valley will be worth $200.00 an acre. This value must ultimately be realized." This was his pronouncement after an extended trip over the district.

The increase in the area under cultivation has been remarkable, statistics showing as follows:

1905.....	1,600 acres.	1907.....	5,800 acres.
1906.....	5,500 acres.	1908.....	26,000 acres.
		1909.....	71,000 acres.

A report for the average yield for 1909 is not yet available, but the harvest has been a most profitable one. It is estimated that an average of $50,000,000 will, within a few years, be the annual gross return from the irrigation tract. And on the other hand, the men who have acquired these lands will have spent the same sum since starting farming operations, in securing live stock, implements, machinery and in building homes. These figures are based on the fact that the three million acres will ultimately provide farms for 20,000 families. Land owners in the district make an expenditure of $2,500 in the initial development of their holdings, and a conservative estimate places their average gross return at $2,500. From these figures it may readily be seen what the development of the tract means to Calgary and the towns directly tributary. On a 10 per cent. basis it means that the valley will contribute $5,000,000 annually to the profits of the business houses affected, and so to the manufacturers and importers of the East.

Cattle raising has been called the backbone of irrigation, and it is stated that irrigation never reaches its full wealth-producing power till dairying, cattle feeding and finishing are firmly established. These had a strong start before irrigation was introduced in the Bow Valley, and as it has been amply demonstrated that all varieties of fodder crops thrive remarkably well there, the ultimate development of the industry is but a matter of time. The market is waiting and every condition is favorable. At present considerable attention is paid to the raising of beef cattle, sheep and horses, and these, when properly handled, bring premium prices.

Taken all in all the record is a most pleasing one, and one which cannot but be a source of satisfaction to Alberta as a province, to the railway companies which handle the goods needed for and the produce from the district, and to Canada as a whole, because of the great wealth-producing power which the district must develop. L. H. STANTON.

The Ontario Legislature has issued a book on the farming, dairying, fruit-growing, forest, mineral and fishery resources of the Province. The text is well written, interesting and instructive. It tells the story of the great wealth of that Province, and how it is extending the sphere of its agricultural activities far back into the forest areas. Illustrations of various scenes of agricultural life brighten the pages and illuminate the descriptions. The story of the Province's progress is one to be proud of.

REPORT ON THE IRON ORE DEPOSITS ALONG THE OTTAWA AND GATINEAU RIVERS, BY FRITZ CIRKEL, M.E.

The iron ores of the valleys of the Ottawa and Gatineau Rivers have been the subject of an investigation by Mr. Fritz Cirkel, M.E., for the Mines Branch of the Department of Mines, and his report has just been published.

The publication of this report comes at a very opportune time, owing to the development lately assumed by the smelting of iron ores by electricity; for the region in question possesses great water powers, a part of which could very aptly be applied to the establishment of an iron and steel industry.

After describing in detail various iron ore deposits in the townships of Hull, Templeton, Wakefield, Bristol, Grenville and others, Mr. Cirkel concludes that many of these would yield ores which could, in all probability, be treated profitably in the electric furnace. It is stated in the report that this method of reducing the iron ores can compete with the blast furnace for the production of pig iron, when electrical energy can be developed at a low cost.

All engineers and metallurgists interested in the iron and steel industry will read the report with interest, more especially the general conclusions, which are given from page 100 to page 107.

An appendix to the report gives a synopsis of the water powers, both developed and undeveloped, in the region under consideration. These data have been compiled from the latest authoritative sources available. The following falls can all be developed to produce large quantities of power: Paugan Falls, Cascades, Chelsea Rapids, Great Falls, Coulonge River, Roche Fendue, Calumet Falls, Chats Falls.

The report is well illustrated by five plates, fifteen drawings and two maps, and the whole forms a volume of 147 pages, which constitutes a valuable addition to the series of bulletins on the mineral resources of Canada, issued under the direction of Dr. Eugene Haanel, by the Mines Branch of the Department of Mines.

GOODS EXPORTED TO JAPAN.

In order that entry of the articles specified in the Treaty with Japan may be allowed at the Treaty rates, a certificate of origin from the Japanese Consul-General at Ottawa must accompany the invoice, and the cost of such certificate is $2.00, regardless of the value of the shipments.

BOOK ON COAL CUTTING.

Electric and air power coal cutters are described in a new booklet just issued by the Jeffrey Manufacturing Co., bulletin number 18. The booklet is excellently illustrated with a series of cuts, showing coal cutting machines at various stages of the operation. More detailed cuts show the mechanism of the cutters. The booklet will be of great interest to mine managers.

The Associated Chambers of Commerce of Australia are agitating for the establishment of a permanent Tariff Board, to consist of independent experts in various branches of trade, to whom would be delegated the duty of deciding all disputes arising between the customs authorities and importers. So far the Department of Trade and Commerce has turned an unsympathetic ear to the proposal.

FOR SALE.

One Gurney Scale Co. Foundryman's Testing Machine, with Deflection Indicator. Good as new. Standard Ideal Co., Ltd., Port Hope, Ont.

WILL FIX RESPONSIBILITY FOR COAL SHORTAGES

By a Decision of the Board of Railway Commissioners Provision is Made for the Weighing of Coal at the Port of Entry and Again at Destination.

A DECISION of wide interest and importance was handed out by the Board of Railway Commissioners on December 28th, whereby the right of manufacturers and others to have cars of coal weighed on entry at border port and again on delivery by the railway company was established. Shortages in coal deliveries have been a perennial source of complaint, but heretofore it was impossible for the victim to fix the responsibility. This ruling makes this possible.

The decision, giving course of procedure, is as follows:

Upon the hearing of evidence and counsel for the applicants and the railway companies, it is ordered as follows:

1. In the event of the consignee of any car or cars of bituminous coal shipped from the United States for final delivery at a point in Ontario desiring to have such car or cars weighed at the port of entry, he shall be at liberty to give a written notice to the local agent of the railway company receiving such car or cars at such port of entry for delivery or furtherance, that he wishes to have any or all the cars weighed, such notice to be given before the coal is received by such railway companies; and upon the receipt of such notice, it shall be the duty of the company to weigh, free of charge, at such port of entry, all cars covered by the notice.

2. Any consignee may give a general or continuing written notice that he wishes to have all such cars consigned to him weighed as above provided.

3. For the purpose of such weighing at the port of entry the cars to be weighed may remain coupled one to another in a train.

4. The weighing of coal at the port of entry, under the provisions of this order, shall be under the supervision and control of a government weigh-master, to be appointed or named by the Minister of Customs, whose duty it shall be to prepare in triplicate a certificate of the weight of the coal in each car weighed.

5. The government weigh-master shall deliver one of the originals of such certificate to the railway company, if desired; attach another to the way-bill, or send it by mail to the consignee; and preserve the third in his possession for further reference, if required.

6. In case of dispute between the railway company and the consignee as to the weight of coal in cars weighed as hereinbefore provided, the certificate of the weight of such coal by the government weigh-master shall be binding upon the railway company.

7. It shall be the duty of the local agent of the railway company at such port of entry to notify the government weigh-master of the probable hour of arrival from day to day of all cars of coal required to be weighed in sufficient time to enable the said weigh-master to supervise and control the weighing of such coal without unduly delaying the said cars in transit.

8. If the railway company has established weigh scales at the point of destination of such coal, the company shall there weigh such car or cars as may be specified in a written notice delivered by the consignee to the agent of the railway company at such point of destination within twenty-four hours after the arrival of the coal.

9. If the railway company has not established weigh scales at the point of destination of such coal, the company shall, at the weigh scale point nearest to such point of destination in the direct route, weigh such car or cars as may be specified in a written notice delivered by the consignee to the agent of the railway company at such point of destination, a reasonable time before such car or cars shall have reached the said weigh scale point.

10. For the services required to be performed by the railway company under clauses 8 and 9 hereof, the railway company may charge and collect from the consignee five cents for every ton of coal in the car, with a minimum of one dollar and a maximum of two dollars per carload; but no charge shall be made and no amount collected for such service if the weight of the coal be more than 500 pounds less than the weight of the coal at the port of entry, or if, the coal not having been weighed at the port of entry, the weight be more than 500 pounds less than the weight shown by the way-bill to be in the car at the time of shipment, plus the weight of the car itself as shown by the tare.

11. On notice in writing that he wishes to have the empty car weighed being given by the consignee of any such coal to the agent at the point of destination of the railway company hauling the same to such point (if a weigh scale point) within five hours from the unloading of any car containing such coal, the company shall weigh the car at such point, and for such service may charge and collect from the consignee one dollar per car; but no such charge shall be made and no amount be collected for such service if the actual weight of the car exceeds the tare marked on it by more than 500 pounds.

12. This order shall apply only to ports of entry and points of delivery in the Province of Ontario.

13. Any person or company affected by this order may, after one year from the date hereof, apply to the Board to vary or rescind it.

And it is further ordered that the order of the Board No. 7261, dated May 31st, 1909, be, and it is hereby, rescinded.

The United States View of Reciprocity



A Correspondent of one of our subscribers writes, in reference to the above cartoon: "I enclose you herewith a cartoon printed in the *New York Herald* of December 18th. The *Herald*, as you are aware, is trying to promote trade and commerce between the United States and Canada and it is evidently anxious that the so-called tariff wall should be lowered. I think this cartoon illustrates what would be the result. We would come to you with our manufactured and cotton goods, Yankee notions and everything else that you require and you could furnish us with skins and products of the soil. In other words you would be a nation of hunters and trappers and farmers and leave us to do the manufacturing. I don't think that is what Canada wants."

MEN AND EVENTS

MANITOBA TAX ON EXTRA PROVINCIAL COMPANIES.

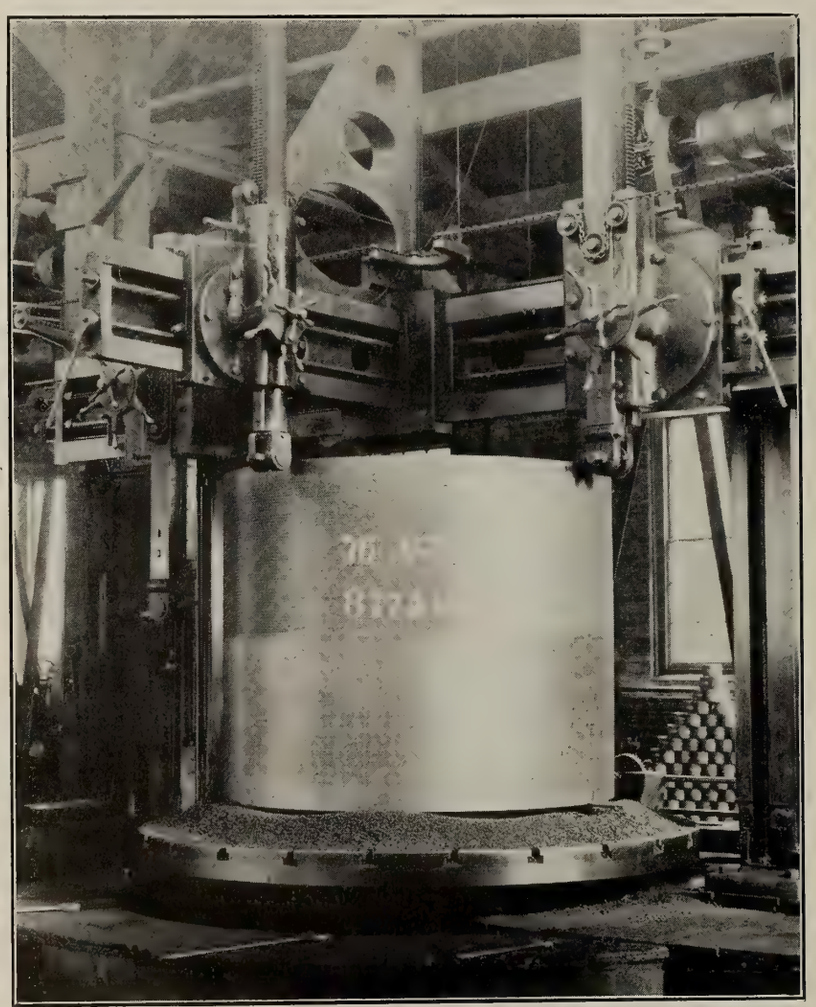
WHAT outside companies doing business in the Province of Manitoba will be called upon to pay in the way of taxes to the Provincial Government has been the cause of much perturbation among business interests for some months. A committee consisting of representatives of extra provincial companies has had a verbal agreement with the Government that this tax will not be enforced till the committee should have time to present a memorandum on the subject. Two meetings have been held, and, after careful consideration, the committee has come to a practical agreement as to the line of action to be taken.

The essential objection to the Act is that the tax is to be levied on the capital stock of the outside companies. This would have the effect of driving out of the Province all the larger corporations, whose business in the Province would not justify them in paying the tax demanded. Some companies are capitalized at a large figure, to do business throughout the world, whereas only a very small amount of the whole is used in any one section.

The representative of an English company instanced his own case at a meeting recently held in Winnipeg. His company was capitalized in London at £20,000,000, and did a world-wide business. The Manitoba end of it, however, only amounted to a few hundred dollars a year. According to the present provisions of the Act, he would be taxed on the £20,000,000, which would of course mean his withdrawal from that territory.

Two alternatives have been proposed to the present system of levying a tax on the capitalization. It has been suggested that the tax be paid on the amount of business done during the preceding year. The difficulty of this, and it seems insurmountable, is that it would necessitate an undesirable publicity, to which few companies would submit. Besides, it would admit of the practice of fraudulence. The second proposal, and that which meets with general favor, is that of a flat tax on all extra provincial companies, irrespective of capitalization or business. The adoption of this suggestion will be urged on the Government by the Board of Trade.

Meanwhile, those companies wishing to take out a license in Manitoba can get blank application forms in this office.



Large Pulley being made for the Toronto Electric Light Company by the Dodge Manufacturing Company.

THE EIGHT-HOUR-DAY BILL.

THE eight-hour-day bill which Mr. Verville, M.P., introduced into the federal house a couple of weeks ago contained elements of trouble which it is scarcely possible the introducer of the measure had any idea of when he brought it forward. Not satisfied with limiting the hours on work which was actually to be done under Government control, the bill provided for a maximum of eight hours on all work that was done for the Government, no matter how indirectly. How impracticable this would be will be readily seen by an examination of the details. A firm gets a Government contract for the construction of a new post-office. If the new bill were adopted no man would be allowed to work on the building more than eight hours a day. But when the contractor sublet the contracts for door-knobs and window shades, how could he or the Government provide that the men who made them, possibly in Canada, possibly in China, worked only eight hours a day? The scheme is manifestly impracticable.

But supposing that the Government kept its eagle eye on the operations of all sub-contractors in Canada, and the man who could sell door-knobs for government buildings was compelled to work his men only eight hours a day while engaged on that operation, it would result in a serious diversion of labor and industry from this to some other country. Canadian manufacturers and Canadian workmen have to sell their goods in competition with the world. If some other more industrious country works ten or even more hours a day, it will produce more cheaply than Canada, and will displace its manufactures, in which case the only result of the enactment of the eight-hour bill would be to rob our own workmen of so much labor. For no government can send its inspectors or officers to Bohemia or China to check up the number of hours worked in the door-knob factories of those countries.

We have here in our own country an example of how such restrictive measures work out. Yielding to misdirected pressure exerted by the unions, the Toronto City Council insert a clause in contracts specifying that all labor shall be paid for, not—and this is important—not at the prevailing, but at the union scale of wages. As a consequence, Toronto manufacturers decline to tender for city jobs, and the work goes elsewhere, not infrequently to European countries. The prevailing scale and the union scale are in most cases identical, but for the sake of grasping at the ultimate penny the local workman in the case of city work loses all. The pre-

vailing wage in any industry is the wage which has been worked out as the fair profit of labor for a given amount of work; it has the imprint of public opinion. There is no reason why civic or public work should be done at a greater cost than that which the individual citizen is prepared to pay.

An impossible condition is developed in the case of the manufacturer whose annual product is one hundred thousand dollars, five thousand of which is sold to the government. On the goods represented by the five thousand dollars his workmen could work only eight hours a day. If what he sells to the government is identical with the rest of his output and the whole lot are put through the various operations together, differentiation is manifestly impossible. Either the government would be compelled to insist on the employer limiting the hours of work throughout to eight hours, which would mean that the manufacturer would refuse the government's business, or it would have to leave the law a dead letter. A law which is intended to be a dead letter is a dangerous thing.

Canada is not ripe for an eight-hour-day yet. There is no reason for a restriction in time on government work beyond that conceded by the individual citizen. This country has to compete with the world and cannot afford to raise the cost of production in the face of universal custom.

BIG EQUIPMENT FOR ELECTRIC LIGHT CO.

That the shops of Canada are turning out products of creditable size and quality is shown by the illustration given herewith of a heavy cast iron generator pulley, made for the Toronto Electric Light Co. by the Dodge Manufacturing Company of that city. The size of the pulley may be judged by a comparison with the other objects around it. It is double armed with heavy internal ribs, split hub and solid rim. The hub is very long and continuous. The casting, turning, boring and key seating of such heavy pulleys calls for especial facilities.

A NOTABLE PUBLICATION.

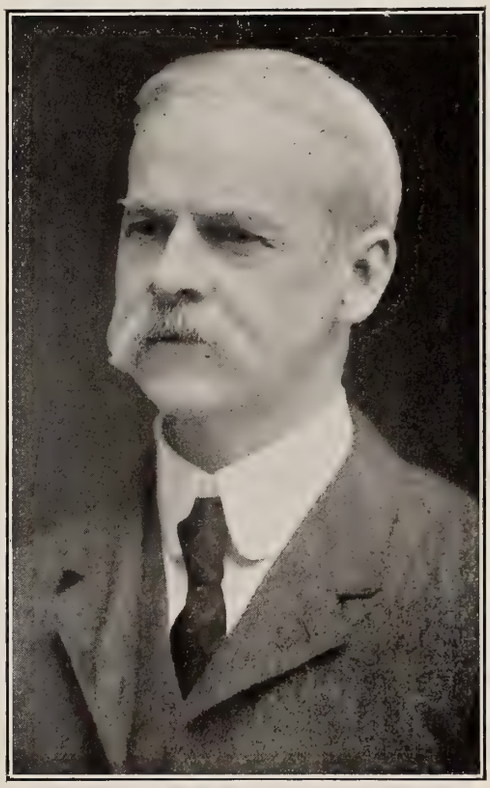
Few cities could supply the material for such a book as has just reached us, under the title of "Hamilton: The Manufacturing Metropolis of Canada." That the publication is worthy of its subject is the highest praise which could be offered, and this we offer in all sincerity. It is attractively designed, well written and excellently printed, and does credit no less to the industrial activity which it records than to the workmanship which it itself represents and embodies.

Well and favorably known as Hamilton is, we doubt if anyone outside its own citizenship, and for that matter we could include most of its citizens, too, looking through the pages of this book will not be astonished at the variety and importance of the industries represented. Hamilton is truly metropolitan in its manufacturing. It includes representatives of all the important branches of Canadian industry, iron and steel, textile, printing, machinery, clothing, food products, and a score of others. Its financial institutions are strong and vigorous, it has been the centre and birthplace of many of the most important movements in our national life, such as the provision of cheap electric power, the Canadian Club idea, and others; its educational and art institutions are models.

These, however, are but visible results of a condition which lies farther down and which influences the whole civic development. Hamilton is fortunate in having a strong and virile public spirit among its citizens, a spirit which breathes loyalty to the city and its institutions, a spirit which spells success both industrially and in the wider sphere of civic life. We congratulate the ones who are responsible for the book on Hamilton for giving so successful an interpretation of this spirit, and in producing something which adequately pictures the importance and many-sidedness of Hamilton, the manufacturing metropolis of Canada. Special mention should be made of the three fine full-page colored plates, showing three distinct views of the city, and done by the Ontario Engraving Company, of Hamilton.

A BRITISH-COLONIAL EXHIBITION.

A SIX months' exhibition of the manufacturers of British states beyond the seas has been suggested by *Commercial Intelligence*, a London, Eng., publication of high standing, as an excellent scheme for introducing the colonies to each other, and to the mother country. The plan has received the endorsation of Mr. W. A. MacKinnon, Canadian Trade Commissioner in England, and has been the subject of some correspondence and discussion among the members of the Canadian Manufacturers Association. It is generally conceded that an association such as the C. M. A. is not the right body to handle an undertaking of this kind. With so many members making similar goods, the selection of representative articles, for it would be manifestly impossible to show the products of every manufacturer, would involve limitless trouble. Furthermore, a considerable number of the members are not interested in export trade, and they would strongly object to the common funds being used to exploit a proposition in which they had absolutely no interest. Nor has the Association the necessary organization or facilities for carrying out the work. But these points, which would make it impracticable for the C. M. A. to un-

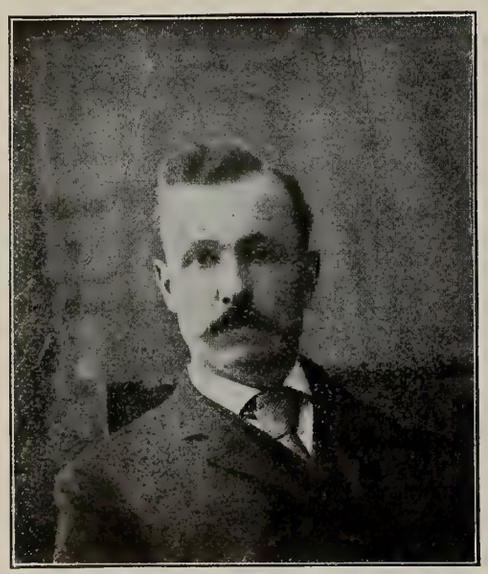


MR. A. McGILL

Chief Government Analyst, who is responsible for the Pure Food Regulations which will soon come into force.

dertake the work, are no criticism of the general scheme to hold a British and Colonial Exhibition in London. It is very true that literature and price lists alone will never suffice to establish an export trade, especially in the face of aggressive competition. The goods to be sold must be brought before the possible buyer. He must know exactly what the seller has for sale. Yet at the present stage of Canadian development it is impracticable in the great number of cases for manufacturers to have salesmen working the different British colonies. The plan advanced for a general exhibition, which would bring together the products of all the colonies and the mother country, and would at the same time be attractive enough to induce business men to come to see them, would accomplish much of the work usually requiring a large staff of salesmen.

In discussing the suggestion, an exporter of wide experience says: "I am decidedly of the opinion that such an exhibition would prove of value to all colonial manufacturers and producers, and especially to our own who are now entering



MR. T. H. ESTABROOKS

Recently elected President of the Board of Trade, St. John, N.B.

the export markets so strongly in competition with the United States. It is most important, and this cannot be too strongly emphasized, that our manufacturers do more in the way of exhibiting their samples to export buyers. It only needs to show them that goods of similar nature to those made in the United States are made in Canada equally as good, both as to quality and price. The natural preference exists throughout the British Empire, and business will result upon even terms.

"Our manufacturers should realize the fact that a Preferential Tariff exists in their favor in several colonial markets at the present time, and no better opportunity for them to obtain export business could possibly exist, and there is no better advertisement in my opinion than placing the goods where actual buyers can look at them for themselves. London is the centre of the export trade of the world; all buyers visit that market sooner or later from every quarter of the globe."

On the same subject, Mr. H. K. S. Hemming, of the Hemming Manufacturing Co., writes: "From the standpoint of the Canadian manufacturer there is nothing but ultimate gain to be expected from the carrying out of such a plan. As you know, the writer believes that in most lines the Canadian manufacturer is well able to hold his own in competition with his confreres in Great Britain, and that had we sufficient capital and a knowledge of how to exploit the British and the other colonial markets, we should be able to increase the volume of our businesses sufficiently to place us altogether above the petty competition which we experience in Canada owing to the smallness of our market.

"Our company had an exhibit at the Anglo-French Exhibition and the results were exceptionally satisfactory, both from advertising and commercial standpoints. In fact, we have right up to the present time been recipients of most flattering letters, asking both for our goods themselves and for the agency for our line in different parts of the world."

INDUSTRIAL CANADA will be glad to publish other opinions on the proposal for a Colonial Exhibition in London.

THE REFUSAL OF EXPORT RATES.

IN discussing the attitude of Canadian Railways in refusing to grant export rates on goods shipped from Eastern Canada to British Columbia via the Tehuantepec route, against which INDUSTRIAL CANADA entered a protest last month, *The Globe*, Toronto, says:—

"During the past summer an important trade route was opened between Montreal and Vancouver by way of the Isthmus railway at Tehuantepec. The Elder-Dempster Company and the Canada-Mexico Steamship Company united to give a joint through rate that shippers found advantageous for many lines of goods. Not only was the cost of many shipments reduced, but new lines of business were established which would have been impossible under the all-rail charges across the continent Many manufacturers in western Ontario were desirous of availing themselves of the new trade possibilities opened, but the railways have prevented them by refusing what is called the export rate to Montreal. If a manufacturer desires to ship from western Ontario to Britain or continental Europe he is charged the export rate to Montreal or any other port of shipment. If he wants to ship to Vancouver by the Isthmus this lower rate to Montreal is denied. In criticizing this policy INDUSTRIAL CANADA points out that the Ontario manufacturers must compete in Vancouver not only with other Canadians similarly restricted, but with British and other manufacturers enjoying the world's best transportation facilities.

"So long as such discriminations are permitted, the railways have it in their power to aid, alter, or annul the fiscal policies adopted by the Dominion or establish fiscal policies of their own. The protective tariff can be neutralized by lower rates on imports and higher rates on the protected articles; in fact, much of the protection is annulled, so far as the producers are concerned, and absorbed by the railways in this way. The export rate is in reality an export bounty such as European countries have paid from time to time, and the railways make the local producers and consumers pay it by levying higher rates on them. In establishing this and similar trade policies the railways clearly usurp the functions of Parliament. They decide that the Ontario manufacturer cannot reach Montreal if his goods are destined for Vancouver on as favorable terms as are accorded if he is shipping to Liverpool. The object of the railways in adopting this policy is apparent. They desire to force shipment westward by their own lines. But that desire does not justify any such interference with the natural course of Canadian trade. Discrimination is clearly apparent, and the situation should be investigated by the Railway Commission."

TECHNICAL EDUCATION IN TORONTO

Unsatisfactory Accommodation and Inadequate Equipment Militate Against the Efficiency of the Toronto Technical School. Good Work Accomplished in spite of Difficulties.

"WE'LL take a look at the tank first," said Principal Eldon, of the Toronto Technical School, as he commenced a personally conducted tour of that institution for the benefit of a group of manufacturers who were interested in technical education. The tank was no doubt a good tank when the Toronto Athletic Club was a flourishing organization, occupying its specially designed building on College Street. Now it looks like a corner of Bohemia, and a cramped and dark corner at that. In the front half, crowded in so tight that it is scarcely possible to pass from one easel to another, a class in modeling was in progress. A gallery encircles the room and from it the visitor looks down on the group of men and women, boys and girls, who in their long artist's aprons, are working the clay into various forms of beauty. Before one easel Mr. Banks, the instructor, is criticising a Grecian figure modeled by a student beside him. A stroke here and there, a touch, a shade, and the amateurish effort of the student becomes the work of a master. So is the critical spirit aroused in the student at the same time as skill in craftsmanship is developed.

In another corner a boy is busy over a piece of wood carving. His work is done under the supervision of an instructor, but under woefully unfavorable conditions as regards accommodation. In various nooks and corners are stowed away many of the articles modeled by students, among others being a fine piece of work done by two youths who spend their days at the Canada Foundry Co.'s plant and advance their skill at night.

Behind these comes a class in mechanical drawing, suffering under like conditions of unsatisfactory room and equipment. A tank is not just the right spot for carrying on instruction in drawing. In spite of inconveniences, however, the class-rcom is filled to overflowing. In the remodeled building there is a registration of 1,400 for night classes alone—surely a sufficient proof that industrial education is needed and sought for by the public.



Machine Shop, Springfield Technical School.

Department of Cooking.

From there the route lay through class-rooms innumerable, revealing a great diversity in the courses of instruction offered. Savory odors emanating from one room made it plain that we were approaching the cooking department and we hastened our steps in that direction. Whether it was caused by the strange sensation of being admitted to the kitchen, or a wistfulness at the apparent excellence of the products of the attractive bevy of cooks, certainly a keen interest was exhibited by all the visitors.

Here again and in the second kitchen the teaching is handicapped by a lack of room.

In the electricity department the laboratories were crowded by students of various ages—not the class who were

there as a pastime or in the pursuit of a hobby—but men, young and old, whose position in life depended on their knowledge of this particular subject. Zeal and earnestness were written on the face of every student. Considering the development in the uses of electricity, especially in this country, it would be the part of wisdom, when the new school is built, to provide abundant space for the department of electricity.

The Chemical Department.

The chemical laboratories were occupied by another group of students, whose bent was along that line.

Other rooms were devoted to dress-making, millinery, home-nursing, mathematics and drawing. That the education provided is urgently required is shown by the large numbers who, having spent a wearisome day in shop or factory, turn out in the evening for two hours instruction.

The Problem.

The problem revealed by an inspection of the technical school is of great difficulty. It consists in providing the instruction which will best fit the boy and girl for the occupation which is to be his or her life work. Progress is being made; the public is becoming alive to the importance of the question; educationalists are becoming clearer in their conception of what is required. But there is still a long step to be taken before Canada and Canadian cities are equipping their citizens as effectively as other countries are doing. The problem in one sense is individual to each city. If in one place mining predominates, then the curriculum of the technical school will naturally be strong on the subjects which come into play in mining. If the textile industry absorbs most of the population, instruction must be given in the chemistry, designing and estimating which is required therein.

The people of Toronto have decided that the lordly club house which has been revamped into a pitiable school building, shall no longer hinder the development of technical education by its lack of room, its bad lighting, its bad sanitation, its general inadequacy. A building, the people of Toronto have decreed, shall be erected which will give the artizans of Toronto a chance to be better artizans, where the theory of their every day practice may be elucidated, where they may be educated to bring their brains into perfect team-work with their hands, so that indeed their manual work will be under the perfect direction of their heads. The site of the building is beside the present school. Its size and equipment will depend largely on the liberality of the new Board of Education.

Committee of Investigation.

A special committee has but recently returned from a two weeks' visit to the leading technical school of the Eastern States. Their report is illuminating. To illustrate what is being done we reproduce a couple of views of the Springfield Technical High School. Springfield is a city of 80,000 population—about one-quarter that of Toronto, yet it has a school costing $360,000 and laid out and equipped, as the illustrations will show, in a manner that is a revelation of excellence. Many other cases are given of like liberality. The people of the United States have unbounded confidence in education as the hope of democracy.

What is Toronto, the prosperous, enterprising, progressive capital of Ontario, going to do? It has already spoken for a technical school. Let it now speak for a school which will be adequate to the needs of a great industrial population.

Elected to Directorate.

Mr. Rhys D. Fairbairn has been elected to the directorate of the Canadian Manufacturers' Mutual Fire Insurance Companies, in succession to Mr. Dan. Wilson, deceased.

A MISCHIEF MAKER.

"WHERE is it going to stop," asks the *Witness*, Montreal, in discussing the problem of the increased cost of living, a problem which is being seriously considered by newspapers and public men generally. "Butter has risen 40 per cent. during the past eighteen months, cheese 30 per cent., eggs 100 per cent., wheat and coffee and flour about 20 per cent., lard and pork 55 per cent., bacon and poultry and house rent and what not, all have soared and continue to soar. The working people, because of the high cost of living, have saved little, and they are dissatisfied, as anyone may discover who speaks with them. They say, in effect, that if times are as good as the newspapers say they are, they ought to share in them, and that, as a fact, they are not doing so—that they are working as hard as ever just for a bare living. In consequence, there is a spirit of unrest, and we have the phenomenon of many threatened strikes to interrupt the march of prosperity. The railways in the United States have about concluded, it is said, that they must raise the wages of their 1,700,000 employees, at an added cost to them of about $100,000,000 yearly. This will necessitate increased freight rates, which in turn will be added to the cost of commodities to be paid for by the consumer.

"As we have shown, it is the increasing abundance of gold which has done the most to dislocate prices; that, and the generally higher standard of living which has increased consumption in farm products and other commodities. There never was at any previous time such a flood of new gold as during the present generation, and we are threatened with 'no-end' more of it. Gold mines are being worked in the Transvaal, Australia, the Yukon and other parts of Canada, Alaska, the United States, and elsewhere. In the United States alone, there is now more gold produced in a year than the whole world produced two or three hundred years ago. During the past ten years the world's gold output has equalled, we are told, the entire production of the three and a half centuries from the discovery of America to the rush to California, in '49. This flood of gold, making money worth less, while it has stimulated commerce and industry by causing all commodities to rise in price the world over, has at the same time advanced prices to the consumer, 'whether we buy meat, houses, hats, locomotives, or shoes,' and it is impossible to say what will happen before the problem of the readjustment of gold values to commodity prices is solved."

Australia and New Zealand Representatives.

Messrs. Birt & Co., Limited, 7 Mavquarie Place, Sydney, New South Wales and at Brisbane, Queensland, Bluff, New Zealand, are open to represent Canadian manufacturers and exporters. Excellent facilities for receiving, clearing and *selling* all kinds of raw and manufactured Canadian exports. Prompt statements and remittances. *References*—J. S. Larke, Canadian Trade Commissioner, Sydney; Bank of New South Wales, Limited, Sydney.

Notice of Removal.

Ridout & Maybee, Patent Solicitors, Toronto, after occupying offices at 103 Bay Street for 16 years past, are now removing to more convenient premises in Manning Chambers, at the west side of the City Hall, Queen Street W., where they will be able to receive their clients on and after December 1st.

New Companies Incorporated

The Nomininque Pulpwood Supply Co.; head office, Montreal; capital, $20,000; C. A. Wilson is solicitor.

The Franco-Canadian Mfg. Co.; head office, Montreal; Capital, $20,000; Henry Hubert is a director.

The Allreadi Pure Food Co.; head office, Montreal; capital, $60,000. Arthur H. Clements is a director.

The International Contracting Co.; head office, Montreal; capital, $20,000; Robert Duncan is a director.

The Abenakis Mineral Springs Co.; head office, Arthabaska, Que.; capital, $350,000; David H. Pennington, Lyster, Que., is a director.

Matthews, Stewart & Armstrong; head office, Montreal; capital, $75,000; Arthur T. Matthews, Westmount, Que., is a director.

James Richardson & Sons; head office, Kingston; capital, $750,000. The company will erect an elevator.

The Abell Company; head office, Toronto; capital, $20,000; B. E. Bull is solicitor. The company will manufacture clothing.

Alex. Bremner, Ltd.; head office, Montreal; capital, $200,000; Alex. Bremner is director. The company will manufacture clay products.

The National Engineering Company; head office, Montreal; capital, $20,000; A. Huntly Duff is solicitor.

The Fassett Lumber Co.; head office, Fassett, P.Q.; capital, $1,000,000; Louis Boyer, Montreal, is solicitor.

The Torrey Asbestos Machinery Co.; head office, Montreal; capital, $50,000; C. G. Greenshields is solicitor.

The Canada Bolt & Nut Co.; head office, Toronto; capital, $2,500,000; Alfred Bicknell is solicitor.

The Cartwright Automatic Press Company of Canada; head office, Montreal; capital, $500,000; J. W. Blair is solicitor.

Baillot Gas & Steel Machine Co.; head office, Montreal; capital, $45,000; Alphonse Baillot, Montreal, is a director.

The United Drug Co.; head office, Toronto; capital stock, $200,000; Alfred Bicknell is solicitor.

The Lesage Packing and Fertilizer Co.; head office, Montreal; capital, $99,000; Hubert Raymond is a director.

The Canadian Siegwart Beam Co.; head office, Three Rivers, Que.; capital, $250,000; Oscar Arcand, Three Rivers, is a director.

Canadian Corrugated Pipe Company; head office, Portage la Prairie; capital, $20,000; Vernon Little, Teulon, Manitoba, is a director.

The Canada Mattress Mfg. Co.; head office, Victoriaville, Que.; capital, $20,000; manufacturers of mattresses, bedding and furniture; Paul Tourigny, C. Antonio Beaudet.

La Cie. d'Aqueduc de Blainville, Ltd.; head office, Ste. Therese, Que.; capital, $30,000; waterworks company; Eugene Beauchesne, Samuel Desjardins.

Petite Riviere Lumber Co., Ltd.; head office, Quebec; capital, $50,000; lumber merchants; Chas. Koenig, Geo. Parent, Louis Letourneau.

Graphite, Ltd.; head office, Montreal; capital, $1,000,000; graphite miners, etc.; W. B. Converse, Henry N. Chauvin, Advocate.

La Cie. de Pierre de Cement de Fraserville, Ltee.; head office, Fraserville, Que.; capital, $20,000; cement makers; Samuel C. Riou, Felix E. Gilbert, M.D., Geo. St. Pierre, Nap. Dumont.

Automatic Wood Box & Turning Co.; head office, Quebec; capital, $10,000; lumber mfrs.; Louis Letourneau, Nap. Boivin, Eug. Lamontagne.

L. P. Dion Fur Mfg. Co., Ltd,; head office, Quebec; capital, $49,000; fur dealers and manufacturers; Louis P. Dion, Francis J. Dion, J. Ernest Dion.

La Cie. J. F. Taschereau; head office, Arthabaska, Que.; capital, $10,000; printers; Jos. F. Taschereau, Eugene Gendreau.

Dominion Hat and Cap Mfg. Co.; head office, Montreal; capital, $20,000; hat and cap mfrs., furriers, etc.; Hyman, Dorfman, Israel Cohen.

SHOP ORGANIZER WANTS POSITION.

Hardware manufacturing firm, members of the Canadian Manufacturers' Association, have had in their employ for the past year a thoroughly qualified technical man, who has been organizing certain departments of their factory. They procured this man in the United States, and he has had thorough experience as a draughtsman, tool and die maker, pattern maker, etc., in factories manufacturing locks, typewriters and various kinds of special machines. He has completed his work for this firm, and they are anxious to secure for him similar work in another good Canadian establishment. He has been paid $5 per day. Excellent Canadian and United States references. Thirty-five years of age. Further particulars at this office.

WOOD-WORKING MACHINERY FOR SALE.

One No. 2½ Double Surface Planer, 26 in. broken roll with countershaft.

One No. 1 Roller Cut-Off Saw, with countershaft.

One No. 5 Rip-saw and Countershaft.

All of these are made by Messrs. J. Ballantyne & Co.; in use only about two months, and in every respect as perfect as when new. Price, 20 per cent. off manufacturers' prices, f.o.b. Perth.

Address, Henry K. Wampole & Co., Perth, Ont.

FEED WATER HEATER FOR SALE.

One Laurie, 150 h.p. Feed Water Heater, brass tubes, cast-iron shell, very efficient. Original price, $227.50. Will sell for $125.00, f.o.b. Perth.

Address, Henry K. Wampole & Co., Perth, Ont.

CHANGES IN FREIGHT RATES DURING DECEMBER

List of Freight Schedules Filed with the Board of Railway Commissioners During month of December, 1909.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 47 E. 31	Sup. 110 G.A. 6	Jan. 3, '10	Ferro silicon, c.l., Welland to U. S. points, 6th class rates.
Sup. 33 E. 34	Sup. 39 G.C. 10	Jan. 3, '10	Class and commodity, stations in Canada to Boston and Boston points.
Sup. 1 E. 1674	Sup. 1 C.O. 41	Jan. 3, '10	Cancelling commodity rates in ferro silicon, Welland to U. S. points.
E. 1814 Cancels E. 1171, 1687, 1743, 1782, 1786.	C.F. 150 Cancels C.F. 79, 120, 131, 138, 141	Dec. 31, '09	Lumber and forest products, G. T. stations in Canada to points in U. S.
Sup. 14 E. 869	Sup. 14 C.A. 21	Dec. 1, '09	Fuel and gas oil, c.l., Petrolia and Sarnia to Toronto, 12½c per 100 lbs.
Sup. 4 E. 1721	Sup. 4 E. 32	Dec. 31, '09	Class and commodity, G. T. stations to Boston, Halifax, St. John and Portland, for export.
E. 1819 Cancels E. 1382	C.P. 50 Cancels C.P. 30	Dec. 31, '09	Woodpulp, c.l., Merritton and Thorold to U. S. points.
W. 215 Cancels W. 92	G.F.D. 1621 Cancels G.F.D. 1195	Jan. 1, '10	Petroleum and products, c.l., Detroit, Toledo, etc., to Canadian points.
E. 1822 Cancels E. 1422	C.O. 48 Cancels C.O. 30	Jan. 6, '10	Barytes ore and feldspar, c.l., various points in Canada to points in U. S.
Sup. 6 E. 1799	Sup. 6 C.Y. 10	Dec. 13, '09	Bridge material, c.l., Dominion to Norman, Ont., 37c per 100 lbs.
E. 1825 Cancels E. 1615	C.R. 71 Cancels C.R. 61	Jan. 12, '10	Reconsigning and diversion of c.l. freight at Montreal when destined to U. S. points beyond.
Sup. 1 W. 211	Sup. 1 G.F.D. 1598	Jan. 10, '10	Commodities, western G. T. lines to points in Canada.
E. 1828 Cancels E. 955	C.O. 49 Cancels C.A. 29	Dec. 22, '09	Corundum, c.l., Barry's Bay to Prescott, Hamilton and Brantford, Ont.
Sup. 3 E. 996	Sup. 3 C.S. 7	Dec. 17, '09	Raw sugar, c.l., Berlin to Wallaceburg, 12c per 100 lbs.
E. 1831	C.I. 84	Dec. 14, '09	Iron and steel billets, Hamilton to Welland, 90c per gross ton.
Sup. 7 E. 1799	Sup. 7 C.Y. 10	Dec. 18, '09	Commodities between various points.
Sup. 28 E. 225	Sup. 28 G.A.A. 3	Dec. 20, '09	Pig iron, c.l., Midland to Amherst, N.S., $4.15 per gross ton.
Sup. 21 E. 32	Sup. 36 G.A. 7	Jan. 19, '10	Commodities, G. T. stations to points in U. S.
Sup. 6 1151	Sup. 6 C.O. 14	Dec. 22, '09	Iron ore, c.l., Belmont to Welland, $1.45 per net ton.
Grand Trunk Railway.			
Sup. 9 E. 1658	Sup. 9 N. 15	Dec. 24, '09	Ground graphite, c.l., Calibogie to Winnipeg.
Sup. 132 E. 1208	Sup. 132 C.D. 23	Jan. 1, '10	Building material between various points.
E. 1834 Cancels E. 1756	I. 86 Cancels I. 80	Jan. 25, '10	Import tariff, Portland, Me., to points in Ontario and Quebec.
Sup. 5 E. 1686	Sup. 5 S. 71	Dec. 24, '09	Local switching at points in Canada.
Sup. 1 W. 213	Sup. 1 G.F.D. 1612	Jan. 17, '10	Commodities, G. T. western lines to points in Canada.
Sup. 27 E. 33	Sup. 43 G.A. 25	Jan. 27, '10	Commodities, G. T. stations in the U. S. to points in Canada.
Sup. 28 E. 150	Sup. 28 G.B.Y. 5	Dec. 28, '09	Iron commodities from points in Ontario to points in Canada.
Sup. 11 E. 254	Sup. 11 G.B.Y. 7	Dec. 28, '09	Iron commodities, Belleville to various points in Canada.
Sup. 8 E. 377	Sup. 8 G.B.Y. 8	Dec. 28, '09	Iron commodities from Collingwood to various points in Canada.
Sup. 12 E. 1011	Sup. 12 C.I. 25	Dec. 28, '09	Iron commodities, Welland to points in Canada.
Sup. 7 E. 1570	Sup. 7 C.U. 36	Jan. 27, '10	Commodities, G. T. stations to points in U. S.
E. 1838 Cancels E. 1583	C.I. 85 Cancels C.I. 64	Dec. 28, '09	Iron or steel chain, c.l., Sarnia to various points in Canada.
Canadian Pacific Railway.			
1612 Cancels E. 1601	E. 1199 Cancels E. 1188	Dec. 27, '09	Lumber and lath, c.l., C. P. R. stations to points in U. S
E. 1593 Cancels E. 272	E. 1180	Dec. 27, '09	Paper, c.l., Ottawa, Joliette, etc., to points in U. S.
Sup. 1 E. 1538	Sup. 1 E. 1123	Dec. 6, '09	Local switching from Hochelaga to Westmount.
E. 1620 Cancels E. 1448	E. 1207 Cancels E. 1032	Jan. 5, '10	Corn, c.l., Detroit (ex-Lakes), to points in Canada.
E. 1616	E. 1203	Jan. 8, '10	Class rates, stations north of St. Lawrence to New York and New England points.
Sup. 4 E. 1588	Sup. 4 E. 1175	Dec. 17, '09	Commodities between various points in Canada.
E. 1617	E. 1204	Jan. 8, '09	Class rates, stations south of St. Lawrence to N. Y., N. H. & H. R.R. and N. E. Nav. Co.
E. 1618	E. 1205	Jan. 8, '10	Class rates, stations south of St. Lawrence to points on B. & M. C. V. and M. C. Railways.
E. 1619	E. 1206	Jan. 8, '10	Commodities from C. P. stations to points in U. S.

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 6 E. 1439	Sup. 6 E. 1023	Dec. 18, '09	Commodities, Eastern Canada to points on C. N. Ry. west of Port Arthur (all rail).
Sup. 3 E. 1575	Sup. 3 E. 1161	Dec. 20, '09	Arbitraries to points east and south of Montreal.
E. 1631 Cancels E. 1336	E. 1218 Cancels E. 920	Jan. 13, '10	Corn and oats, c.l., Detroit (ex-lake) to Boston and Boston points.
E. 1632 Cancels E. 954	E. 1219 Cancels E. 544	Dec. 16, '09	Grain and grain products, c.l., Montreal Mile End and Atwater to St. John and W. St. John for furtherance, 12½c. per 100 lbs.
E. 1625	E. 1212	Dec. 24, '09	Class rates between C. P. R. stations and points on C. N. O. Ry. (Ottawa Div.).
Sup. 8 E. 1499	Sup. 5 E. 1084	Dec. 21, '09	Building material between various points.
Sup. 3 E. 1539	Sup. 3 E. 1124	Dec. 20, '09	Interswitching with C. N. O. Ry. at Ottawa.
E. 1637	E. 1224	Jan. 20, '10	Aluminum ingots, c.l., Shawinigan Falls to Massena Springs, 18c. per 100 lbs.
E. 1630 Cancels E. 1098	E. 1217 Cancels E. 683	Dec. 30, '09	Scrap metals, etc., between various points.
E. 1622 Cancels E. 1571	E. 1209 Cancels E. 1157	Jan. 19, '10	Woodpulp, c.l., C. P. stations to U. S. points.
Sup. 3 E. 1537	Sup. 3 E. 1122	Dec. 27, '09	Absorption of switching charges.
E. 1634 Cancels E. 1543	E. 1221 Cancels E. 1125	Jan. 25, '10	Import rates, St. John and W. St. John to points in Ontario and Quebec.
Sup. 2 E. 1589	Sup. 2 E. 1176	Dec. 31, '09	Agricultural implements, c.l., Toronto to Riviere du Loup, P.Q., 29c per 100 lbs.
Sup. 5 E. 1373	Sup. 5 E. 957	Jan. 6, '10	Classes between C. P. stations and connecting lines in Quebec.
Sup. 5 E. 1588	Sup. 5 E. 1175	Jan. 3, '10	Iron commodities from Welland to Sudbury, Blind River, etc.
Sup. 4 E. 1575	Sup. 4 E. 1161	Dec. 28, '09	Arbitraries to points east and south of Montreal.
Sup. 6 E. 1499	Sup. 6 E. 1084	Dec. 27, '09	Building material between various points.
Sup. 7 E. 1439	Sup. 7 E. 1023	Jan. 1, '10	Classes and commodities, Eastern Canada to points on Canadian Northern R.R.
Toronto, Hamilton & Buffalo Railway.			
605	G.F.D. 198	Dec. 14, '09	Steel ingots, c.l., Hamilton to Welland, 90c. per gross ton.
New York Central & Hudson River R.R.			
1574	A. 15577	Jan. 7, '10	Woodpulp board, Lockport, N.Y., to Ottawa, 16c per 100 lbs.
1564 Cancels 1456	A. 15505 Cancels A. 14416	Jan. 1, '10	Cast iron pipe and fittings, c.l., N. Y. C. points to O. & N. Y. Ry. stations.
Erie R.R.			
Sup. 3 128	Sup. 3 E.R. 9190	Jan. 1, '10	Commodities, Erie R.R. stations to points in Canada.
Sup. 5 90	Sup. 5 8200	Jan. 1, '10	Classes, Erie R.R. stations to points in Canada.
Erie R.R.			
Sup. 1 74	Sup. 1 A. 3889	Jan. 1, '10	New iron and steel rails, c.l., Youngstown, O., to points in Canada.
Sup. 40 5	Sup. 47 A. 2039	Jan. 1, '10	New iron and steel rails, c.l., Buffalo, Tonawanda, etc., to points in Canada.
Sup. 45 4	Sup. 63 A. 1716	Jan. 1, '10	Class and commodity, Erie R.R. stations to points in Canada.
Sup. 4 128	Sup. 4 9190	Jan. 27, '10	Commodity, Erie R.R. points to Canada.
Transcontinental Freight Bureau.			
Sup. 2 249	Sup. 2 S.R. 933	Dec. 11, '09	Lumber and shingles, c.l., California, Nevada, etc., to points in Canada.
Sup. 2 254	Sup. 2 I.J.	Jan. 11, '10	Class and commodity, Eastern Canada to California terminals
Sup. 1 256	Sup. 1 3 H.	Jan. 11, '10	Class and commodity, California terminals to points in Canada.
Sup. 3 255	Sup. 3 2 G.	Jan. 29, '10	Class and commodity, North Pacific Coast terminals to points in Canada.
Sup. 3 254	Sup. 3 I.J.	Feb. 4, '10	Class and commodity, points in Canada to California terminals.
Sup. 6 242	Sup. 6 5 E.	Jan. 31, '10	Class and commodity, points in Eastern Canada to North Pacific Coast terminals.
Central Freight Association.			
Sup. 11 43	Sup. 11 67	Jan. 14, '10	Class and commodity, Milwaukee to points in Ontario.
119	131	Jan. 10, '10	Lumber, c.l., points in Ill., O., Ind. and Ky. to points in Ontario.
Sup. 5 91	Sup. 5 15 A.	Jan. 15, '10	Class and commodity points in Ontario to Memphis and other southern points
125 Cancels 88	15 B. Cancels 15 A.	Jan. 10, '09	Class and commodity between points in Ontario and points in Oklahoma and Arkansas.
Central R.R. of New Jersey.			
Sup. 7 337		Jan. 1, '10	Commodities, C. R.R. of N. J. stations to Canadian points
363 Cancels 338		Jan. 1, '10	Commodities, C. R.R. of N. J. points to Ontario points
367 Cancels 359		Jan. 15, '10	Iron and steel articles, C. R.R. of N. J. points to Perth and Montreal.
New York, Ontario & Western Railway.			
339 Cancels 328	C. 17 Cancels C. 12	Jan. 1, '10	Commodities (import), New York to points in Ontario.
343 Cancels 307	10287	Jan. 1, '10	Commodities, N. Y., O. & W. points to Ontario.
Sup. 3 306	Sup. 3 150	Jan. 18, '10	Classes, N. Y., O. & W. stations to points in Canada.
Chicago, Milwaukee & Puget Sound Railway.			
Sup. 7 2	Sup. 9 121 A.	Jan. 25, '10	Class and commodity, Pacific Coast points to Canada.
St. Louis & Southwestern Railway.			
Sup. 11 1		Jan. 8, '10	Lumber, c.l., Southern States points to points in Ontario.

C.R.C.	R.R. No.	Effective.	Description.
Lehigh Valley R.R.			
683 Cancels 595		Jan. 1, '10	Zinc oxide, c.l., L. V. stations to points in Ontario.
690 Cancels 572		Jan. 1, '10	Lath, yarn and cordage, L V. stations to points in Ontario.
697 Cancels 629		Jan. 1, '10	Brass and copper, L. V. stations to points in Ontario.
696 Cancels 647		Jan. 1, '10	Iron and steel, L. V. stations to points in Ontario.
699 Cancels 651		Jan. 1, '10	Commodities, import, New York to points in Ontario.
Western Trunk Line.			
Sup. 3 A. 39	Sup. 3 49	Jan. 1, 10	Commodities, St. Paul, Minneapolis and Duluth to points in Ontario.
A. 50 Cancels A. 46	41 A. Cancels 41	Jan. 15, '10	Sand, all kinds, c.l., brick, etc., points in Illinois to Canada.
A. 51 Cancels A. 4	15 A. Cancels 15	Feb. 1, '10	Commodities, Kansas City, Omaha, etc., to points in Canada.
A. 52 Cancels A. 3	14 A. Cancels 14	Feb. 1, '10	Commodities, St. Paul, Minneapolis and Duluth to points in Canada.
Duluth, South Shore & Atlantic Railway.			
144 Cancels 195	G.F.D. 10345	Jan. 10, '10	Pig iron, c.l., Sault Ste. Marie, Mich., to points in Canada.
Zanesville & Western Railway.			
37		Dec. 24, '09	Classes, Z. & W. Ry. stations to points in Ontario.
Baltimore & Ohio Southwestern R.R.			
Sup. 1 163	Sup. 1 H. 2231 A.	Jan. 15, '10	Pig iron, billets, etc., Cincinnati, Louisville and St. Louis to points in Canada.
New York, Chicago & St. Louis R.R.			
115 Cancels 91 and 99	297 C. Cancels 297 B.	Jan. 3, '10	Paper, c.l., Cleveland, O., and Erie, Pa., to points in Canada.
Baltimore & Ohio R.R.			
628 Cancels 601 and 602		Jan. 1, '10	Commodities, B. & O. stations to points in Ontario.
630 Cancels 563		Jan. 3, '10	Slag, cinders, etc., points in Ohio, Penn. and W. Virginia to stations in Ontario.
Chicago, Burlington & Quincey R.R.			
Sup. 7 211	Sup. 7 130 F.	Jan. 15, '10	Class and commodity, St. Louis, Quincy, etc., to points in Canada.
Louisville & Nashville R.R.			
Sup. 84 64	Sup. 2 933	Jan. 15, '10	Classes, Southern States points to stations in Canada.
Sup. 8 104	Sup. 8 1205	Jan. 6, '10	Forest products, c.l., L. & N. stations to points in Canada.
Sup. 85 64	Sup. 3 G.F.O. 933	Jan. 18, '10	Classes, Alabama and Georgia points to Canada.
Louisville, Henderson & St. Louis R.R.			
Sup. 5 3	Sup. 3 745	Jan. 10, '10	Class and commodity, L., H. & St. L. stations to points in Canada.
Southwestern Tariff Committee.			
Sup. 4 18	Sup. 4 34	Jan. 15, '10	Class and commodity, points in Arkansas and Oklahoma to stations in Ontario.
Texas & New Orleans R.R.			
1	176 F.	Jan. 10, '10	Lumber, c.l., points in Louisiana and Texas to Canada.
Toledo, St. Louis & Western R.R.			
Sup. 5 3	Sup. 5 2000 A.	Jan. 1, '10	Commodities, E. St. Louis, St. Louis, etc., to points in Canada.
Illinois Central R.R.			
Sup. 11 A. 78	A. 78	Jan. 1, 10	Commodities, Ill. Cent. stations to points in Canada.
A. 97	849 F.	Dec. 31, '09	Glucose, oil cake, etc., E. St. Louis, Peoria, etc., to points in Canada.
Elgin, Joliet & Eastern Railway.			
Sup. 5 8	Sup. 5 1082 A.	Jan. 1, '10	Class and commodity, E., J. & E. stations to points in Canada.
Wabash, Pittsburg Terminal Railway.			
22 Cancels Wab. 332		Dec. 28, '09	Classes, W., P. T. Ry. stations to points in Canada.
Central of Georgia Railway.			
14 Cancels 10	35 I. Cancels 35 H.	Dec. 26, '09	Beauxite ore, iron ore and kaolin, c.l., C. of G. Ry. to points in Canada.
Michigan Central R.R.			
1515 Cancels 1397	G.F.D. 8163 7864	Dec. 10, '09	Class and commodity, stations in Canada to New York, Boston, Baltimore and Philadelphia, for export.
1520 Cancels 575 and 558	G.F.D. 8177 Cancels 7601 and 7737	Dec. 31, '09	Commodities, M. C. stations to points in Canada.
Sup. 7 1408	Sup. 7 G.F.D. 7900	Jan. 1, '10	Class and commodity, points in U. S. west of Detroit, to points in Canada.
1522 Cancels 190	G.F.D. 8179 Cancels 5018	Jan. 5, '10	Classes, M. C. points in Canada to points Cincinnati Northern R.R.
1523 Cancels 75	G.F.D. 8181 Cancels 4136	Jan. 6, '10	Classes, M. C. stations in Canada to points in U. S.
Sup. 12 1443	Sup. 12 G.F.D. 7960	Dec., 09	Commodities, M. C. points in Canada to U. S.
1530 Cancels 1358	G.F.D. 8203 Cancels 7777	Jan. 17, '10	Ferro silicon, c.l., Welland to points in U. S.
1579 Cancels 1481	A. 15656 Cancels A. 14707	Jan. 21, '10	Asphaltum, c.l., New York to Montreal, 15c per 100 lbs.
1576 Cancels 1490	A. 15641 Cancels A. 14756	Jan. 17, '10	Classes, R. W. & O. Div. stations to points on C. P. Ry.
Chicago & Eastern Illinois Railway.			
48 Cancels 44	1487 B. Cancels 1487 A.	Jan. 9, '10	Fluor spar and fluor spar flux, c.l., Joppa and Evansville, Ill., to points in Ontario.
Sup. 3 46	Sup. 3 2800 A.	Jan. 1, '10	Forest products, c.l., points in Mo., Ark., etc., to stations in Canada.
47 Cancels 29, 30 and 39	2014 A. Cancels 1342, 1903, 2014	Jan. 3, '10	Class and commodity, C. & E. I. R.R. stations to points in Canada.
Pere Marquette R.R.			
Sup. 7 977	Sup. 7 2542	Jan. 1, '10	Zinc, c.l., Chicago, Milwaukee, etc., to points in Canada.
Sup. 3 1023	Sup. 3 2630	Jan. 1, '10	Zinc, c.l., Western U. S. stations to Canada.

C.R.C.	R.R. No.	Effective.	Description.
Cincinnati, Hamilton & Dayton R.R.			
215 Cancels 202		Dec. 27, '09	Class and commodity, C., H. & D. stations to points in Canada.
Lake Shore & Michigan Southern Railway.			
Sup. 5 177		Jan. 1, '10	New iron and steel rails, c.l., Buffalo, Chicago, Lorain, etc., to points in Canada.
193 Cancels 178		Jan. 15, '10	Sand, gravel, etc., c.l., L. S. & M. S. points to Canada.
Sup. 1 191		Jan. 15, '10	Brick, lime, etc., c.l., L. S. & M. S. stations to points in Canada.
Canadian Pacific Despatch.			
G.M. 66 Cancels G.M. 64		Jan. 25, '10	Import class and commodity, Boston to points in Canada.
Southeastern Mississippi Valley Association.			
Sup. 6 6	Sup. 6 3	Jan. 25, '10	Cast iron pipe, c.l., Southern States points to Canada.
Central Freight Association.			
Sup. 8 94	Sup. 8 3 A.	Jan. 7, '10	Class and commodity, from stations in Ontario to Eagle Pass, El Paso and Loredo, Tex.
Pittsburgh & Lake Erie R.R.			
Sup. 12 102	Sup. 12 B. 1050	Jan. 15, '10	Class and commodity, P. & L. E. stations to points in Canada.
New Orleans & Northeastern R.R.			
34 Cancels 24	1659 B. Cancels 1659 A.	Jan. 17, '10	Lumber, c.l., New Orleans, La., to points in Canada.
33 Cancels 2	606 B. Cancels 606 A.	Jan. 15, '10	Lumber, c.l., N. O. & N.-E. R.R. points to Canada.
Norfolk & Southern Railway.			
5		Jan. 21, '10	Cottonseed oil, c.l., Carolina mill points to Canada.

A BOOK ON BUSINESS.

The striking change which has taken place in recent years in the method of conducting business is sufficient reason for the publication of the book, "Business Administration," which has just appeared from the presses of the System Company, Chicago. The book is an amplification of a course of lectures delivered by Carl C. Parsons at the University of Michigan, in connection with its department of commerce, and represents the most advanced thought on the various activities with which it deals.

Mr. Parsons' discussion of the evolution of business systems is in itself a valuable addition to the literature of commerce. In concise and lucid terms he shows the effect of the new ideas which have been developed, corporations, partnerships, transportation systems, etc. From this he passes to the principles underlying these various elements.

In greater detail is discussed the specific management of businesses, the handling of orders, the correspondence, cost systems, methods of paying workmen, sales management, advertising, etc.

We can recommend this book as containing a complete treatment of the many and complex features of modern business.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

416 **Ash Boards.**—A Manchester firm wishes to correspond with Canadian shippers of ash boards.

417 **Boots and Shoes.**—A merchant in Montserrat desires catalogues and correspondence with boot and shoe manufacturers in Canada.

418 **Brushes.**—A Manchester firm asks for description and prices of brushes of all varieties from Canadian manufacturers.

419 **Box Shooks.**—A Manchester firm asks for prices and dimensions of box shooks from Canadian manufacturers.

420 **Broom Handles.**—A South African firm of wholesale merchants desires to be put in touch with manufacturers and exporters of broom handles, quoting prices f.o.b. at port of shipment.

421 **Bells.**—A Newfoundland firm enquires for manufacturers of bells.

422 **Buckboards.**—A large South African firm desires to hear from Canadian exporters of buckboards who would be willing to send their goods out on consignment, or would be willing to send a small trial shipment on this basis. Quotations to be c.i.f. East London.

423 **Calcium Carbide.**—A reliable brokerage firm in Cuba wishes to correspond with Canadian manufacturers of calcium carbide, as they have some information to offer.

424 **Canned Fruits, Fish, Vegetables, etc.**—A produce merchant, well experienced in the sale of canned and evaporated fruits, canned fish, vegetables, etc., and regularly visiting the principal markets in the North of England, would like to hear from Canadian shippers of these lines, with a view to consignments.

425 **Canned Fruits.**—A North of England firm, largely distributing supplies as used by bakers and confectioners, would consider prices and other particulars from Canadian canners of apples and small fruits, which must be of a quality suitable for this trade.

426 **Condensed Milk.**—A Newfoundland firm enquires for an exporter of condensed milk not yet represented in the colony.

427 **Canned Goods and Provisions.**—A Newfoundland firm is open to handle canned goods and provisions on commission.

428 **Canned Meats.**—A Liverpool firm asks for prices of canned meats from Canadian canners.

429 **Church Seating, Office Furniture, etc.**—A well-known manufacturers' agent in Cape Town, South Africa, desires to get in touch with a reliable Canadian firm manufacturing church and assembly hall seating, etc. Can secure large contracts for this material from time to time, and has at present two enquiries which would mean large orders. He is also anxious to hear from a firm manufacturing office furniture.

430 **Dining Tables.**—A South African importer and general agent would like to communicate with manufacturers of cheap extension dining tables, from six to eight feet in length, stating the number of tables packed in a case, and the dimensions of same. Illustrated catalogues and prices f.o.b. at Montreal or St. John, or c.i.f. Cape Town are requested.

431 **European Purchasing Agent.**—Lyons, France, manufacturers' representative, recommended by the Lyons Chamber of Commerce. enquires for the names of Canadian manufacturers and others seeking the services of an experienced purchasing agent in silks and similar goods in the French market. References exchanged.

432 **Fish Hooks. Sole Leather, Uppers, etc.**—A prominent wholesale broker in St. John's, Newfoundland, desires to hear from Canadian manufacturers of the above goods, which he can handle on commission for them in the Newfoundland markets. Bank references. Excellent connection.

433 **Folding School Desks.**—A firm of manufacturers' export agents in New York City are anxious to get in touch with Canadian exporters of the above desks.

434 **Furniture (Knock-Down in White). Desks, School and Church Furniture, Wheelbarrows, Sanitary Ware. Pumps, Tools, Steel Ceilings, etc.**—A well-known firm of manufacturers' agents in New York City desires to get in touch with Canadian exporters of the above goods for sale in South Africa, where they have an excellent connection.

435 **Grindstones.**—Prominent hardware wholesaler in St. John's, Newfoundland, is in the market to purchase one hundred grindstones, ten to twenty inches in diameter. Bank references. Will pay cash.

436 **Hardware, Iron and Steel Goods.**—A firm of manufacturers' agents in Montreal are anxious to get in touch with manufacturers seeking representation in Eastern Canada. Bank references.

437 **Hammer Handles.**—A Liverpool firm asks for dimensions and prices of hammer handles from Canadian manufacturers.

438 **Ironing Boards.**—A Manchester firm asks for description and prices of ironing boards from Canadian manufacturers.

439 **Maple Blocks.**—A London firm would like quotations and samples of maple blocks for wood flooring.

440 **Machinery.**—A Queensland firm desires to be put in communication with Canadian manufacturers of saw-milling and wood-working machinery, also machinery for pulp paper making, etc.

441 **Non-upholstered Chairs.**—A Manchester firm asks for prices of all varieties of non-upholstered chairs from Canadian manufacturers.

442 **Office Specialties.**—A Barbados firm of book-sellers and stationers wishes to hear from Canadian publishers and manufacturers of office specialties and devices.

443 **Office Specialties.**—A Barbados firm of stationers wishes to hear from Canadian manufacturers of office specialties and devices.

444 **Patent Shoe Knife.**—A shoemaker in Mena, Arkansas, has invented a patent shoe knife, the rights for the manufacture of which in Canada he is anxious to dispose of outright or on a royalty basis.

445 **Peas, Dried, Green and Yellow, Shelled and Unshelled.**—An excellent firm of wholesale dealers in Hamburg, Germany, are anxious to get in touch with a Canadian exporter of peas. Canadian references.

446 **Pine Pickets.**—One of the oldest firms of timber dealers in the English Midlands are in the market to purchase pine pickets, 48 inches by 1⅛ inches by 1⅛ inches.

447 **Purchasing Agents.**—A well-known firm in London, England, are in a position to act as purchasing agents for Canadian goods. They will look after all matters with regard to shipping, customs, collections, and insurance, etc. References exchanged.

448 **Pasteboards.**—A Manchester firm asks for dimensions and prices of pasteboards from Canadian manufacturers.

449 **Peas and Beans.**—A Newfoundland firm is prepared to purchase peas and beans.

450 **Paper.**—Enquiry is made for the names of Canadian manufacturers of paper (news, printing, cream laid, writing, colored printing, and bank), open to do business in South Africa.

451 **Printing Paper.**—A Spanish broker in Havana, speaking English, wishes to be placed in communication with Canadian manufacturers of printing paper.

452 **Produce and Grocery Supplies.**—An important commission house in Kingston, Jamaica, wishes to get into communication with large firms in Canada exporting flour, corn, peas, and other articles in the provision line.

453 **Swivels, Razor Strop Fittings, etc.**—A firm manufacturing razor strops, member of Canadian Manufacturers' Association, are anxious to get in touch with Canadian manufacturers of fittings suitable for razor strops, etc.

454 **Sleighs and Sleigh Runners.**—Manufacturers' agent and wholesaler in Hamburg, Germany, desires prices on the above goods from Canadian firms.

455 **South American Representative, Agricultural Machinery, Railroad Supplies, etc.**—Experienced manufacturers' representative, who has been handling Canadian export goods in South America for some years, is starting business on his own account, and desires to get in touch with Canadian houses interested in the South American market. Has had an excellent training in a large New York house. References exchanged.

456 **Snowshoes and Similar Lines.**—Prominent Hamburg, Germany, importer desires to get in touch with Canadian manufacturers of snowshoes and similar lines for winter sport.

457 **Stationers' Supplies.**—A Barbados firm of stationers wishes to have correspondence with Canadian firms manufacturing flat papers and newspaper prints.

458 **Washboards.**—A London firm would purchase 17-inch washboards, all wood.

459 **Wood Rims.**—A Redditch firm is in a position to place substantial orders for wood rims for bicycles.

460 **Wood Rims.**—A Birmingham firm would like quotations for wood rims for bicycles.

461 **Wood Rims.**—A Coventry firm is prepared to purchase wood rims for bicycles.

462 **Woodenware and Agricultural Implements.**—A Liverpool firm is anxious to find fresh fields for their supplies.

463 **Wooden Boxes.**—A South Wales firm is open to buy certain classes of wooden boxes, and asks to be placed in touch with a Canadian exporter.

464 **Wooden Boxes, Box Shooks, etc.**—A Liverpool firm wishes to get into touch with Canadian shippers of wooden boxes, box shooks, etc.

465 **Wire Nails.**—A Staffordshire firm desires the addresses of Canadian manufacturers of wire nails.

466 **Wood Pulp Boards.**—A Manchester firm will be glad to receive samples and prices of wood pulp boards from Canadian manufacturers.

LABOR ENQUIRIES.

1 **Blast Furnace Engineer.**—Young Englishman, with a thorough engineering training, who has had several years' experience at a blast furnace as assistant engineer, is anxious to come to Canada and secure similar work in a blast furnace plant. References.

2 **Machinists, Fitters, Carders, Baker, Planing Mill Hand, Spinners, etc.**—A letter has been received giving the names of a number of mechanics in the above and other trades at present in Great Britain who are anxious to come to Canada if they can secure work. Names and other particulars can be secured at this office. All applicants have money to pay their own way.

AMONG THE INDUSTRIES

ONTARIO.

Brantford will build a municipal abattoir.

Bryson & Graham, Ottawa, are erecting a warehouse in that city.

It is reported that a large tannery will be built at Fort William, at a cost of half a million.

A machine shop of reinforced concrete, 50 by 135 feet, will be erected in Fort William by Barnett & McQueen.

The Office Specialty Co. are considering the erection of an addition to their factory in Newmarket. The new building, if gone ahead with, will cost from $80,000 to $100.000.

On January 1st the citizens of Port Arthur will vote on by-laws to grant special privileges to the Canadian Leather and Artificial Leather Co. and the Canadian Paper and Linen Co.

It has been reported, on the authority of Dr. Orr, Manager of the Toronto Exhibition, that Doulton & Co., china manufacturers, and Hope & Co., lock and ornamental iron manufacturers, will establish branches in Canada.

The Tallman Brass and Metal Co., of Hamilton, Ont., have moved into a large and modern factory on the corner of Sanford Avenue and Wilson Street. The brass furnaces, ore crusher and other equipment are all of the newest types, and the building itself is fireproof throughout.

The C.P.R. may build a new roundhouse in London during the coming year.

The Lincoln Paper Mills are making extensive improvements to their plant at Merritton.

An office building will be erected by the Ottawa Exhibition directors in time for next year's exhibition.

The Joseph Simpson's Sons Co. are building a five-storey addition to their knitting mills in Toronto.

The Fort William Coal Dock Co. will spend $100,000 in extending their docks, during the coming year.

Simcoe, Ont., will apply for a grant of $12,000 from the Carnegie Library Trust, for the erection of a new library.

The building of the Dain Manufacturing Co. at Welland is almost complete, and manufacturing operations will commence at once.

The Toronto General Trusts Corporation are proceeding with the erection of an eight-storey office building on the corner of Bay and Melinda Streets, that city.

Mount Forest citizens will vote on a by-law granting certain concessions to Leslie Brothers, who run a planing mill and factory, in view of a proposed enlargement.

A report which appeared in the December issue to the effect that the Waterous Engine Works had acquired the business of W. E. Seagrave, Walkerville, was incorrect. Mr. Seagrave informs us that he will continue to manufacture fire department apparatus and supplies in Walkerville.

Dominion Carbolineum Works
LIMITED

VANCOUVER, BRITISH COLUMBIA

The Largest CREOSOTING PLANT in Canada. SAW AND PLANING MILLS. CREOSOTED WOOD BLOCK PAVING. CREOSOTED BRIDGE and STRUCTURAL TIMBERS. CREOSOTED RAILWAY TIES

¶ Having our own well equipped Saw Mill and cutting only live logs, our product is of the best grade. Creosoted Douglas Fir is admittedly the best Structural Timber obtainable. Bridge and Structural Timbers accurately framed and finished to Specification in our yards before Creosoting when required.

A tack factory is being erected in Morrisburg.

C. S. Hyman & Co., London, will build a new warehouse, at a cost of $20,000.

The R. Watt Machine Works, of Ridgetown, Ont., suffered a $50,000 loss by fire recently.

Fotheringham & Popham are building a three-storey warehouse in Ottawa at a cost of $30,000.

A ten-storey building will be erected by Ambrose Kent on Yonge and Richmond Streets, Toronto.

It is reported that the Empire Elevator Co. will build a 3,000,000 bushel elevator at Port Arthur.

The Canadian Linen and Paper Co. will erect a $50,000 plant in Port Arthur. Work will commence by May 1st.

QUEBEC.

The Dominion Fish and Fruit Co. may build a modern cold storage plant in Quebec, P.Q.

The Thos. Davidson Manufacturing Company of Montreal will erect a large addition to their factory in the near future.

WEST.

The Dominion Bank will build a bank building in Edmonton during 1910.

The Molson's Bank will erect a block in Edmonton, during the coming year, at a cost of $70,000.



With an Intercommunicating Telephone System

You simply press a button, put the receiver to your ear and—there's your man ***talking*** to you.

How often each day do you have to talk to others around your office—how many minutes—steps—would such an office—or factory — phone system save you?



You figure it out—you're the man who knows best—go into it with a pad on your own desk right now.

Northern Electric Intercommunicating Telephones are inexpensive to install, reliable in operation and low in maintenance costs.

Write for Bulletin No. 213 if you are interested. We'll gladly send it ***FREE.***

THE NORTHERN ELECTRIC AND MANUFACTURING CO. LIMITED

Manufacturers and Suppliers of all apparatus and equipment used in the construction, operation and maintenance of Telephone and Power Plants.

Address our nearest office

MONTREAL
Cor. Notre Dame and Guy Sts.

TORONTO
60 Front St. West

WINNIPEG
599 Henry Ave.

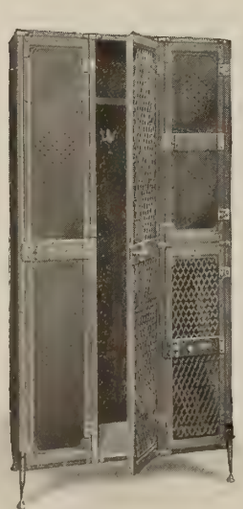
VANCOUVER
918 Pender St.

REGINA ***CALGARY***

Encourage Neatness

among your employees by providing them with

D. L. Standard Metal Lockers



Made of Sheet Steel with expanded Metal or solid steel doors, key or combination locks.

Our lockers are the last word on strength, durability, security and finish.

Send for our special booklet.

Dennis Wire & Iron Works Co.
Limited

London, Canada. Toronto Office, 103 Pacific Ave.

BOILERS

Horizontal Return Tubular
Locomotive Portable Type
"Canada" Water Tube

All of our Boilers are manufactured in accordance with the most modern and approved shop practice, involving constant supervision from receipt and testing of materials to assembling of finished product.

CANADA FOUNDRY COMPANY, Limited

HEAD OFFICE, TORONTO

MONTREAL HALIFAX OTTAWA COBALT WINNIPEG CALGARY VANCOUVER ROSSLAND

ELECTRICAL EQUIPMENT
:: FOR FACTORIES ::

In addition to manufacturing a complete line of Generators, Motors and other apparatus specially designed for Industrial Establishments, we furnish Arc Lamps, Incandescent Lamps, Special Reflectors and devices to ensure the most efficient service from the entire installation.

Canadian General Electric Co., Limited

MONTREAL OTTAWA HEAD OFFICE WINNIPEG VANCOUVER
HALIFAX COBALT TORONTO CALGARY ROSSLAND

The Empress Hotel, Victoria, will be enlarged.

It is reported that contracts have been let for the big Bank of Montreal building in Winnipeg.

The Builders' Exchange, Winnipeg, may erect a building in that city, at a cost of a quarter of a million.

The rumor is persistent that United States capitalists will build a large steel plant in British Columbia.

If Prince Albert will guarantee their bonds for $30,000, F. W. Halliday and Geo. Russell, representing the Northern Produce Co., untertake to build an abattoir in that place.

Lloydminster, Sask., has voted in favor of granting a loan of $15,000 for a flour mill.

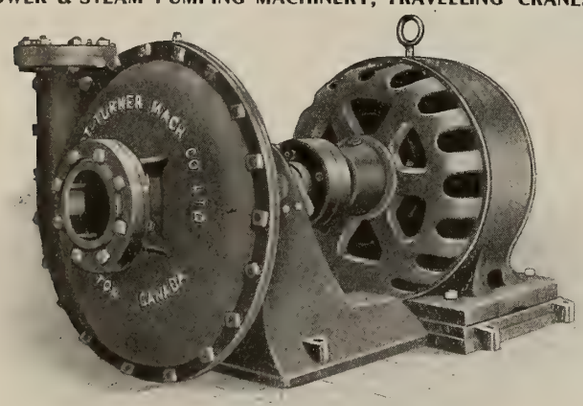
The Manitoba Pump and Windmill Co., Brandon, Man., will erect a foundry and machine shop at a cost of $10,000.

It is reported that a company will establish a wagon factory in Calgary this year.

Bawtenheimer & Sons are erecting a pork-packing plant at Red Deer, Alta.

It is reported that a basket and box factory will be built in New Westminster by United States capitalists.

All Kinds of
POWER & STEAM PUMPING MACHINERY, TRAVELLING CRANES, Etc.



The Smart-Turner Machine Co., Limited :-: Hamilton, Ontario

Curled Hair, Glue
Sand Paper
C&P QUALITY
The Delany & Pettit Co., Limited
TORONTO -- -- -- ONTARIO

Presses Hydraulic and Filter
MADE IN CANADA



Our presses have stood the test of time. For many years we have been making them for all purposes. Can we serve you?

Wm. R. Perrin & Company
530 KING ST. EAST - TORONTO, CANADA

The Home of Made in Canada

Foundry Facings, Supplies and Equipment

Manufacturing for Twenty Years

Pure Ceylon Plumbago — For all purposes. From Manufacturer to consumer. No middleman's profit when dealing with us.

Foundry Supplies — Everything needed for the Iron or Brass Foundry, including complete equipment.

Moulding Sand — From the finest Brass to the coarsest Pipe and Core Sand.

The Hamilton Facing Mill Co., Limited
Foundry Outfitters
Head Office and Works HAMILTON, ONT.
Eastern Office and Warehouse MONTREAL, QUE.

OUR ACORN TRADE MARK

IS THE BUYER'S SAFEGUARD

THERE IS NO GUESS WORK ABOUT THIS BRAND

"ACORN" CORRUGATED GALVANIZED SHEETS

are galvanized in strict accordance with British Government specifications. Manufacturers would be foolish to cover their buildings with an inferior brand, when "Acorn" Sheets cost no more.

THEY ARE MANUFACTURED ONLY BY

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL



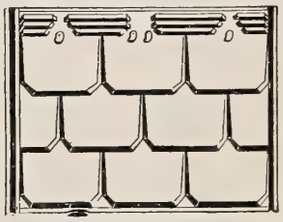
"An ounce of prevention is better than a pound of cure—A fireproof roof oft-times is better than insurance."
—The Philosopher of Metal Town.

A Fireproof Roof

has saved many dollars by fire—has prevented many a disastrous conflagration.

You may get insurance but consider the additional loss in the time occupied in rebuilding and restocking. Prevent all this by roofing your buildings with

"Eastlake" Metallic Shingles



Made from the Heaviest and Toughest sheet steel—will last a lifetime. "Eastlake" Shingles are of neat design and absolutely weathertight.

You should have our catalogue No. 70. Many important hints on economic building. Write for it.

THE METALLIC ROOFING CO. LIMITED
Manufacturers and Exporters
TORONTO :: :: :: WINNIPEG

JUDICIAL SALE of the Assets of the

Peterborough Shovel and Tool Company (Limited)

PURSUANT to an order of the High Court of Justice made by His Honour E. C. S. Huycke, Local Master of the High Court of Justice, at Peterborough, in the matter of the winding up of The Peterborough Shovel and Tool Company, Limited, sealed tenders will be received, addressed to the said Local Master, at his Chambers, Court House, Peterborough, Canada, and marked "Tender re The Peterborough Shovel and Tool Company, Limited," up to 2 o'clock in the afternoon

On the 1st day of February, 1910.

FOR THE PURCHASE OF THE FOLLOWING ASSETS OF THE SAID COMPANY :—

PARCEL NO. 1.—Real Estate and Buildings as follows:— The Factory Site, in the City of Peterborough, comprises a block of land centrally located, containing about two acres. The buildings have been erected for a matter of only a few years, are adapted to any class of manufacture, and consist of a one-storey brick factory, 68 ft. by 180 ft. 6 in., a brick store-room adjoining the factory, 68 ft. by 99 ft., both fronting on Stewart Street; brick warehouse, one and one-half storeys high, 39 ft. 11 in. by 114 ft. 9 in.; facing on Rink Street, frame pickling house, 18 ft. 6 in. by 18 ft. 4 in., and frame oil house, 10 ft. 3 in. by 14 ft. 10 in., with two oil tanks, located in the centre of the lot.

The shipping facilities are good, there being sidings and switches connecting with the Grand Trunk Railway and the Canadian Pacific Railway Company. The advantages of the City of Peterborough as a manufacturing centre, affording as it does, ample electrical power at reasonable rates, and practically unexcelled shipping facilities are so well known that no comments are necessary.

A plan of the buildings may be seen at the offices of the Liquidator.

PARCEL NO. 2.—Machinery and Equipment:— The machinery and equipment consist of machines and tools such as are required for the manufacture of shovels, spades, etc., and are in good working order.

PARCEL NO. 3.— Raw material, goods in process of manufacture and goods manufactured:— An inventory may be inspected at the offices of The Trusts and Guarantee Company, Limited, or at the works in Peterborough.

Tenders will be received for any one or more of such parcels.

TERMS OF SALE:— Ten per cent. with tender and balance within ten days after acceptance thereof, without interest. The tenders will be opened and considered at the Chamber of His Honor E. C. S. Huycke, Local Master of the High Court of Justice, at Peterborough, on the said 1st day of February, 1910, when all tenderers may be present, or represented.

Tenders must be accompanied by a marked cheque, payable to the order of the Liquidators, for 10 per cent. of the amount of tender, which will be returned if the tender should not be accepted. The highest or any tender not necessarily accepted.

The conditions of sale are the standing conditions of the Court, as far as applicable.

The purchaser shall search the title at his own expense, and the vendors shall not be required to furnish any abstract or produce any deeds, declarations, or other evidence of title, except those in their possession.

The purchaser shall have ten days in which to make any objections or requisitions in respect of the title, and in case the purchaser shall make any objections or requisitions which the vendors shall, from any cause, be unable or unwilling to answer, the vendors may at any time rescind the sale. In that case the purchaser shall be entitled to a return of the deposit, without interest, costs, or compensation.

Further particulars may be had on application to the Liquidators,

The Trusts & Guarantee Co., Limited, Toronto

DATED AT PETERBOROUGH this 20th day of December, A.D. 1909.

HALL, HAYES & HALL,
Peterborough, Ontario,
Solicitors for Liquidators.

E. C. S. HUYCKE,
Local Master
at Peterborough.

Hot Pressed Nuts
Semi-Finished Nuts
Set Screws
Cap Screws

Always—everywhere in Canada—insist on having

"MORROW'S"

INGERSOLL, - ONTARIO

If you don't get our 1910 Calendar, it's our mistake.
We want you to have one.
Write for it.

Indestructible Factory Stool



"Will never have to be replaced."

WE eliminate all ***Breakages*** and ***Your Men's Time*** in repairing the old wooden "makeshift." The price is very reason able. Write for particulars.

We also manufacture ***WIRE CLOTH*** for all purposes.

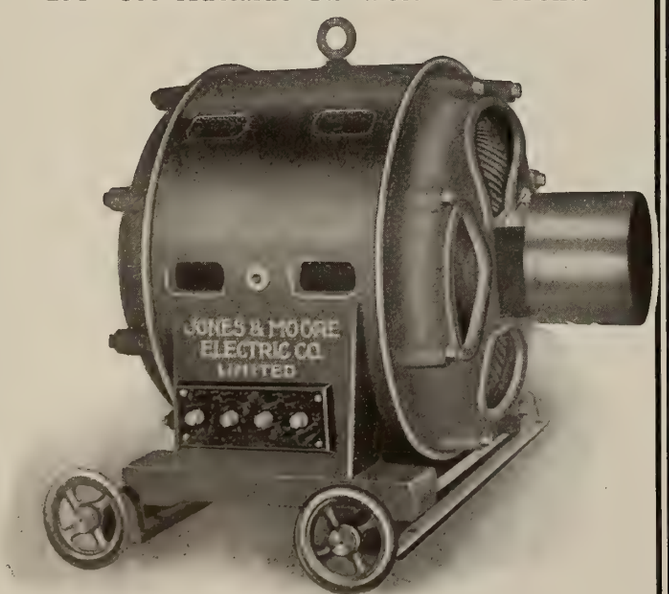
LOCKERS
FOUNDRY SUPPLIES
ORNAMENTAL WIRE and IRON WORK

Illustrating a Steel Stool with Back Rest

Canada Wire Goods Mfg. Co.
HAMILTON.

Jones & Moore Electric Co.
LIMITED

294 - 300 Adelaide St. West - Toronto



Manufacturers of Dynamos and Motors

Over 3,000 Machines now in Successful Operation.
Estimates Furnished on Complete Installations.
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Are You Sure Your Electrical Wiring is Safe?

There is but one absolutely safe method of wiring. Instal a CONDUIT SYSTEM, it will eliminate all risk of Fire.

"Galvaduct" & "Loricated"
—"Conduits"—
HAVE NO EQUALS

Conduits Company Limited
TORONTO *MONTREAL*

Send for "Bedtime."
a book about Bedsteads

QUALITY BEDS LIMITED
MANUFACTURERS WELLAND CANADA

TRADE MARK ON EVERY BED

Beds of Quality

Artistically
Constructed
Beautifully
Finished

Elder, Dempster Line

CANADA to NASSAU, CUBA and MEXICO

Regular monthly sailings from ***Montreal*** and ***Halifax*** in summer, and from ***Halifax*** in winter. Calling at ***Nassau,*** (***Bahamas***), ***Havana,*** (***Cuba***), ***Tampico, Vera Cruz, Coatzacoalcos and Progreso,*** (***Mexico***).

First-Class Passenger Accommodation

These vessels will carry cargo for

Victoria and Vancouver, B.C.

via the Tehuantepec Isthmus.

For further information apply to

OR TO
Jas. DeWolf & Son,
Halifax

Elder, Dempster & Co.
Board of Trade Bldg.
Montreal

ONE REASON WHY

THE OSTERMOOR FELT MATTRESS—"Built for Sleep"—
Is Better than a Mattress Stuffed with Hair



The average sleeper, not unnecessarily particular, finds the $50.00 Hair Mattress requires renovation twice at least within ten years—

Lowest cost, properly done	$15 00
Total ten year cost	65.00

$15.00 is the first, last and only cost of an Oste moor Felt Mattress; it never requires Re-making or Repairs of an / kind.

Even the most fastidious will find it fully as soft, elastic and luxuriously comfortable, after twenty years' use, as the day it was made. Try it for yourself!

For sale at the prices below by our Agent in your town, or direct from this factory. Write us for descriptive booklet, with samples of Ostermoor tickings.

OSTERMOOR MATTRESSES COST
(Transportation Paid)

4 ft. 6 in. wide	*$15.00*
4 ft. 0 in. "	*14.00*
3 ft. 6 in. "	*12.50*
3 ft. 0 in. "	*11.00*
2 ft. 6 in. "	*9.50*

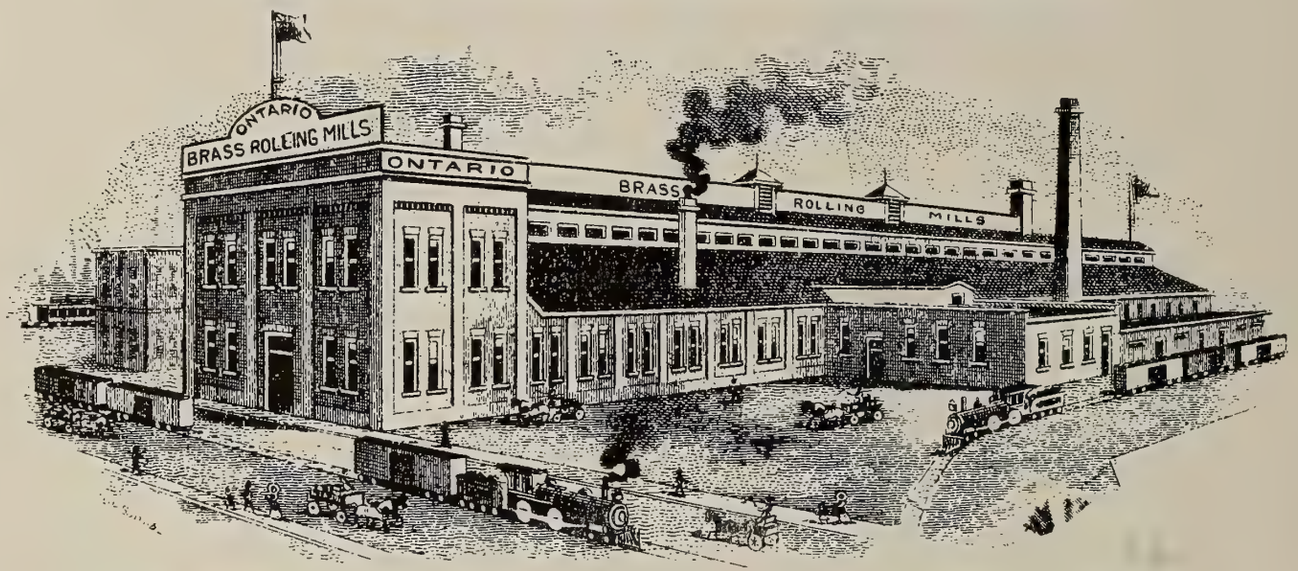
All 6 ft. 3 in. long. Made in two parts, 50c. extra

THE ALASKA FEATHER AND DOWN CO., LIMITED
MONTREAL and WINNIPEG

The Ontario Brass Rolling Mills

Manufacturers of BRASS, COPPER, BRONZE and GERMAN SILVER in Sheets, Plates and Rods

LIMITED



This Company is now operating this up-to-date ROLLING MILL and in a position to give careful attention and prompt delivery to all orders entrusted to it. The METAL manufactured is PERFECT and equal to the best rolled by other mills. A trial order is solicited.

Mills and Offices ═══ NEW TORONTO, ONTARIO

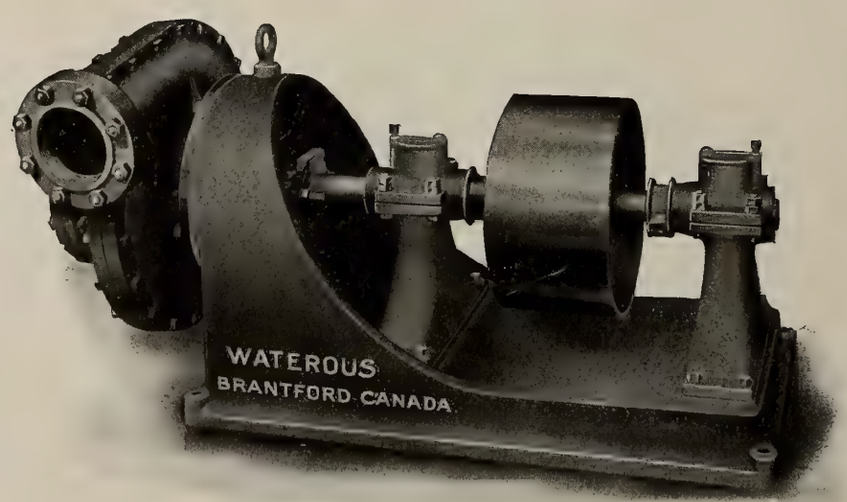
CENTRIFUGAL PUMPS

FOR ALL PURPOSES

To Run Vertically or Horizontally

And Arranged for Belt, Motor or Engine Drive

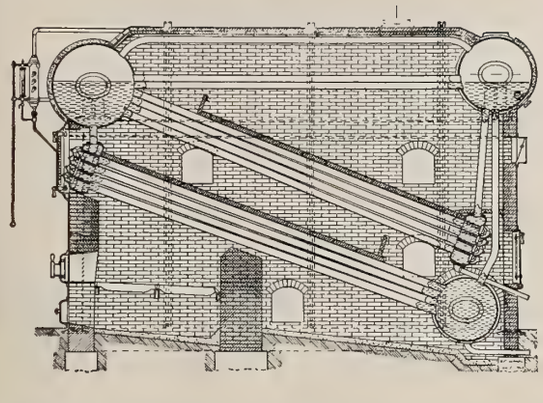
Heavy and Practically Indestructible



The Waterous Engine Works Co.

BRANTFORD, CANADA LIMITED

Robb-Mumford Water Tube Boiler



Straight Tubes

Perfect Water Circulation

Dry or Superheated Steam

Half the usual number of Handholes

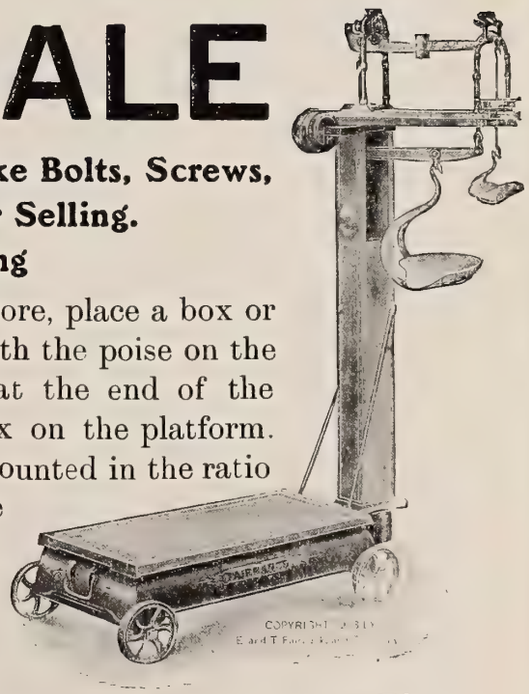
ROBB ENGINEERING CO., Limited, Amherst, N.S.

DISTRICT OFFICES { *607 Canadian Express Building, MONTREAL; R. W. Robb, Manager.*
Traders Bank Building, TORONTO; Wm. McKay, Manager
Union Bank Building, WINNIPEG; W. F. Porter, Manager.
Calgary Block, CALGARY; J. F. Porter, Manager.

A HANDY SCALE

Our Counting Scale for Counting Small Articles, like Bolts, Screws, Nuts, etc., in Manufacturing or in Buying or Selling.
Especially Valuable for Stock Taking

To count articles weighing each one quarter pound or more, place a box or other receptacle upon the platform and balance the scale with the poise on the beam. This done, place one article in the small pan at the end of the beam and it will balance 100 of equal weight in the box on the platform. Articles weighing less than one quarter pound each, are counted in the ratio of 1 to 20 by placing them in the two pans, i.e., one article in the small pan should balance 20 in the large one.

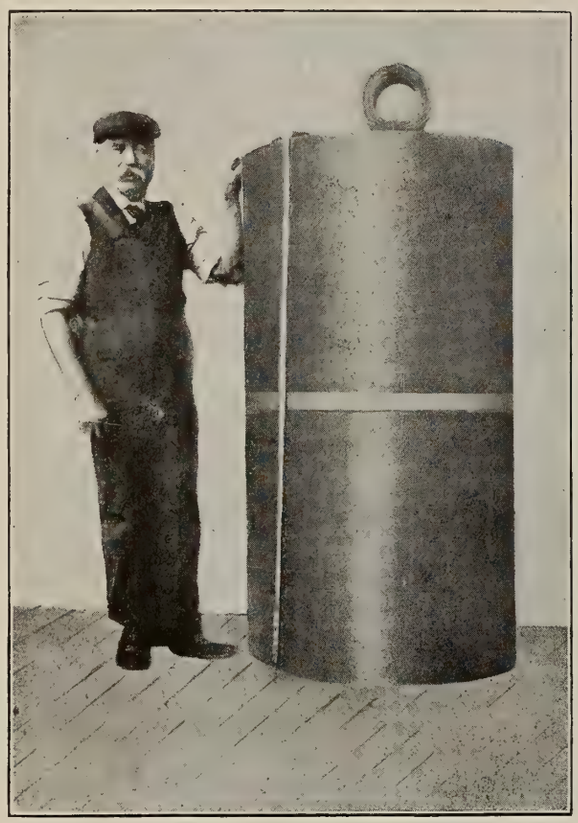


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"Genuine Oak" Belting

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SHORT CUT ✱ SHORT LAP

Every Belt Guaranteed

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Made Endless to Order in Two Days, in Our Own Factory

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MERGED IN THE
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Total funds exceed - - - $86,250,000

Deposited with Canadian Government $877,280

SECURITY UNEXCELLED

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OF HALIFAX, N.S.

Capital Subscribed - - -	$400,000
Capital Paid-up - - - -	300,000
Total Cash Assets -	$507,671
Uncalled Capital - -	100 000
	$607,671
Liabilities - - - -	$ 64,400
Surplus - - - -	543,271

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Fir Timbers for Heavy Construction Work, E. G. Flooring and Stepping, Cedar Siding and Finish, also Car Sills and Sheathing

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for the most meritorious invention of the age

On cast iron 29 commercial files were tested and the best removed 20.6 in. **The Dreadnought removed** 143.75 in. Four were tested. High Carbon Steel, the best commercial file removed 6.4 cubic in. **The Dreadnought** removed 25.8 cubic in.

Does this mean anything to you? The Dreadnought files are made with backs and handles also with tang in fine cut for mill and saw work. Horse Shoeing Tools in plain and tanged. If the goods are wrong you get your money back.

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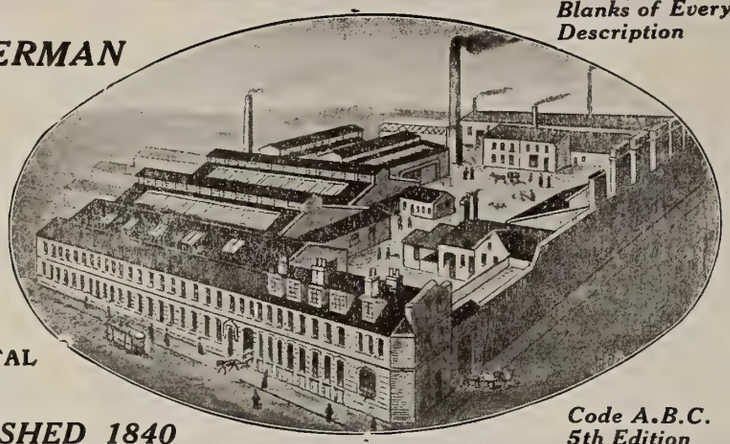
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Nov. 18th, 1909

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Reserve Fund, $2,336,000

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HEAD OFFICE, TORONTO ESTABLISHED 1867

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ESTABLISHED 1874

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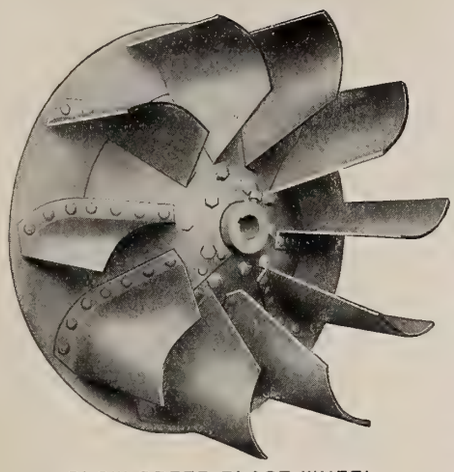
Branch Offices:
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"Buffalo Quality"

Made in Canada

Buffalo Slow Speed Exhauster

Slow Speed Low Power



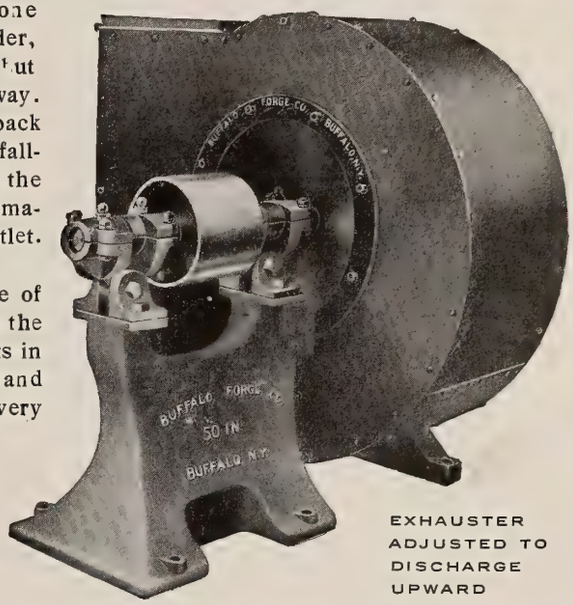
SLOW SPEED BLAST WHEEL

¶ With a reduction of 20 per cent. in speed and a saving of 10 per cent. in power, the Buffalo Slow Speed Exhauster does the same work as the Standard Exhauster of the same size.

¶ The material is handled along the line of least resistance, without a sudden change of direction. The cone hub used instead of a spider, offers no obstructions, but guides the material on its way. The projecting flange at the back of the blast wheel prevents falling material; it maintains the momentum and throws the material clear into the outlet. There is no clogging.

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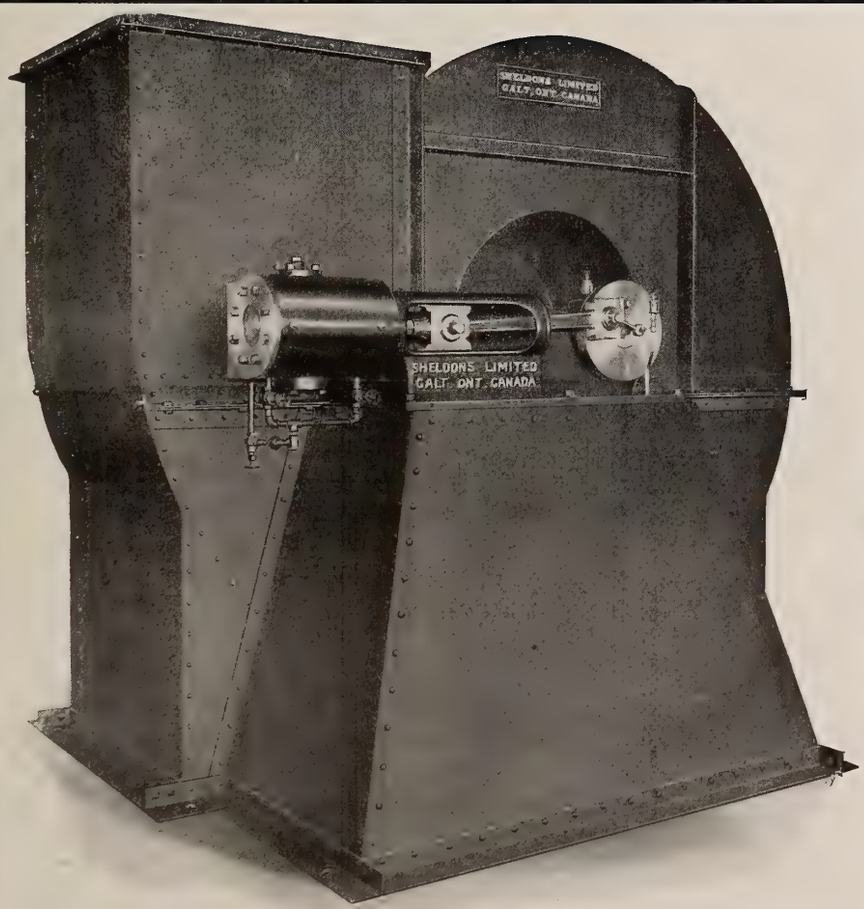


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Now is the time to arrange for next winter's heating system.

The Sheldon Fan System is especially adapted for heating Industrial plants. It not only maintains a comfortable working temperature in any weather, but furnishes pure air in sufficient quantities to keep the inside atmosphere as fresh and invigorating as that out of doors.

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Three Things Worth Considering
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QUALITY, PRINTING AND PRICE

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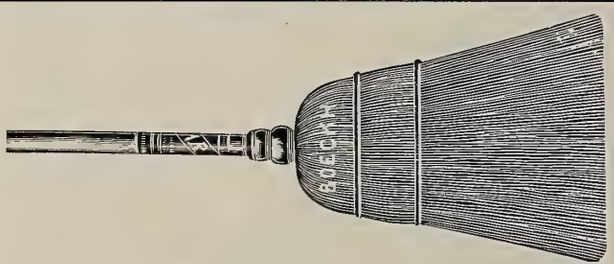
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Head Office: MONTREAL

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Are Specially Constructed to withstand heavy work. An ordinary house broom will not give satisfaction for this class of work. Try the Right Kind.
The following are some of our Factory Specials:

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Suitable for the Heaviest Kind of Work

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Specially adapted for warehouses, etc., where rubbish consists principally of paper, straw, etc.

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Similar in construction to the "Concrete" only not quite so heavy

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A very serviceable line for use in factories where rubbish is not of too heavy a nature

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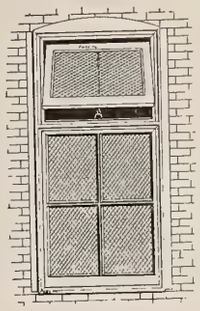
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Let us go into this with you.

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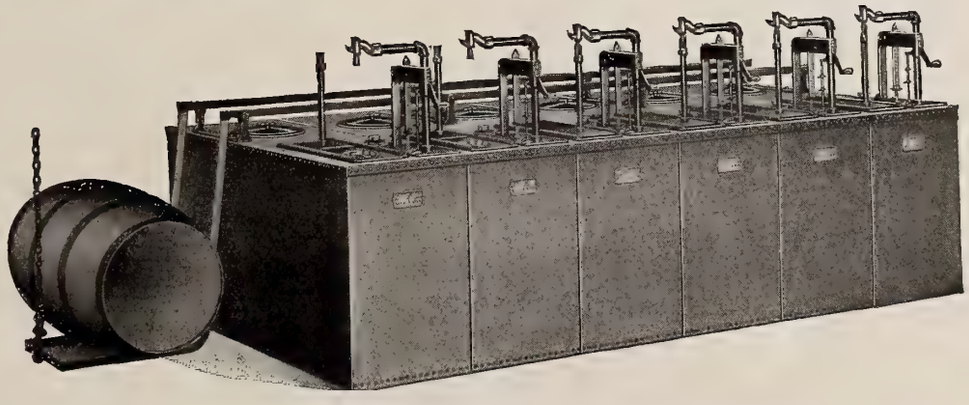
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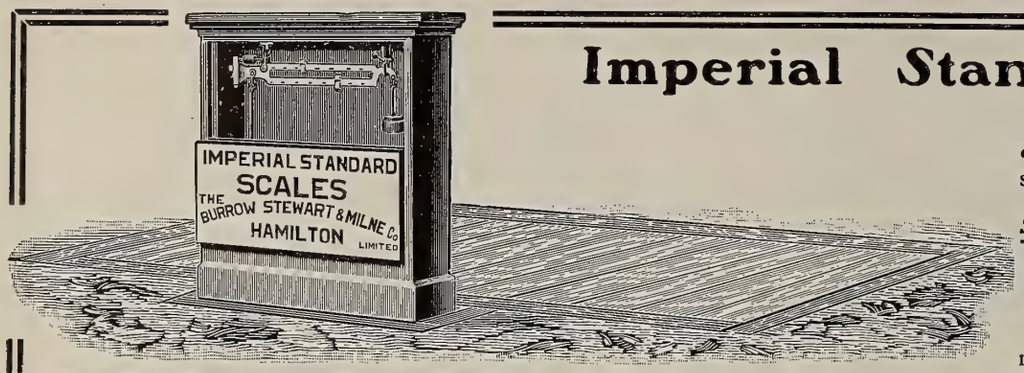
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Wagon Scales from 3 to 15 tons capacity, of the very best pattern and strong and accurate.

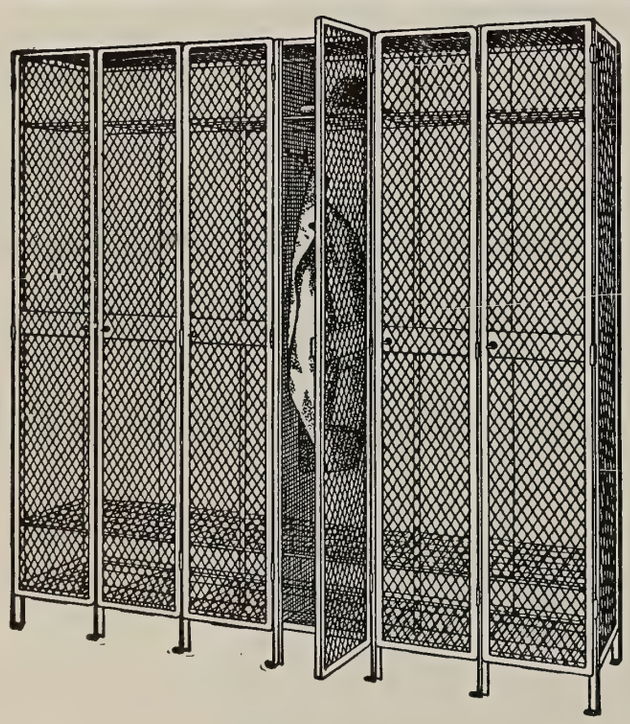
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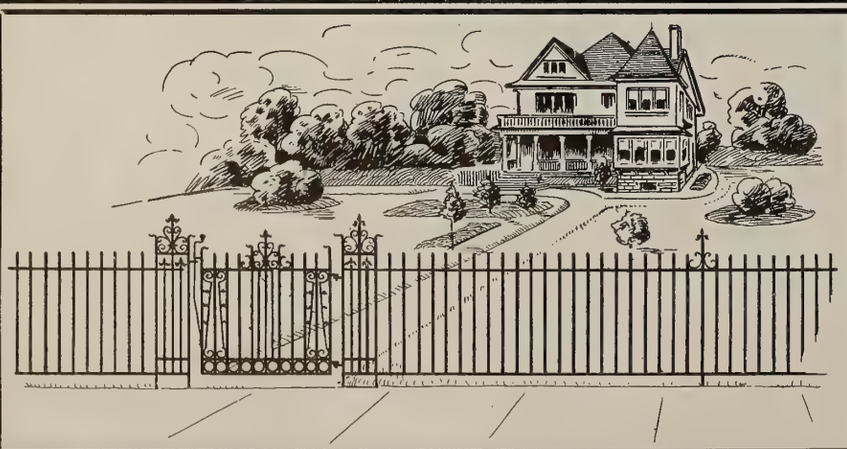
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GET OUR DETAILS AND PRICES FOR ANY SIZE BUILDING.
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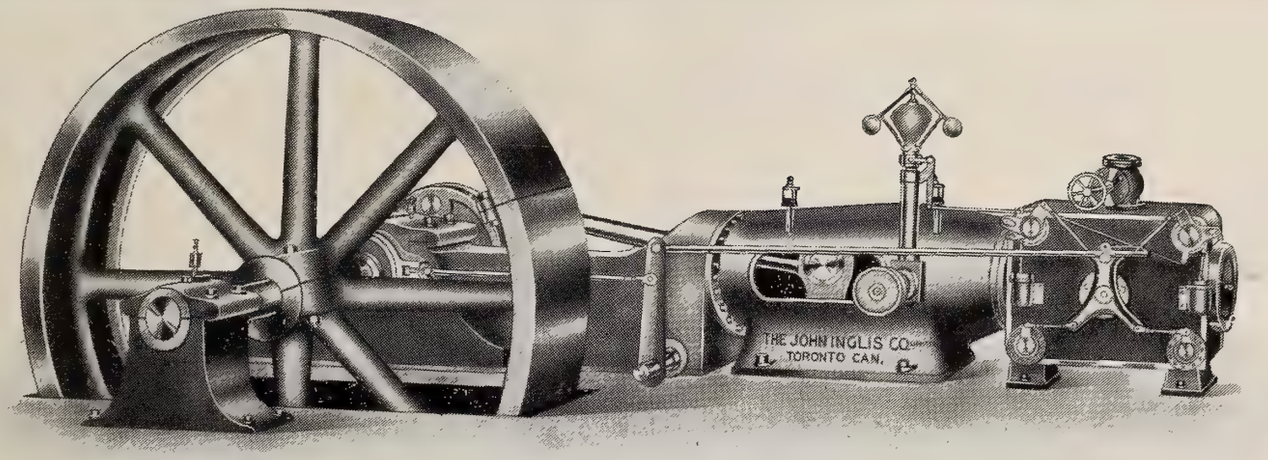
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CANADA FORGE CO., LIMITED
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Plain, Twisted, and Deformed Bars for

REINFORCEMENT OF CONCRETE

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High Tensile Strength

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(From 1 lb. to 20,000 lbs.)
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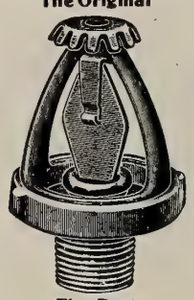
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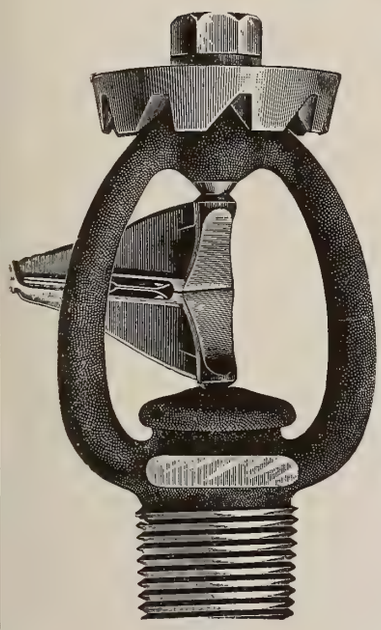
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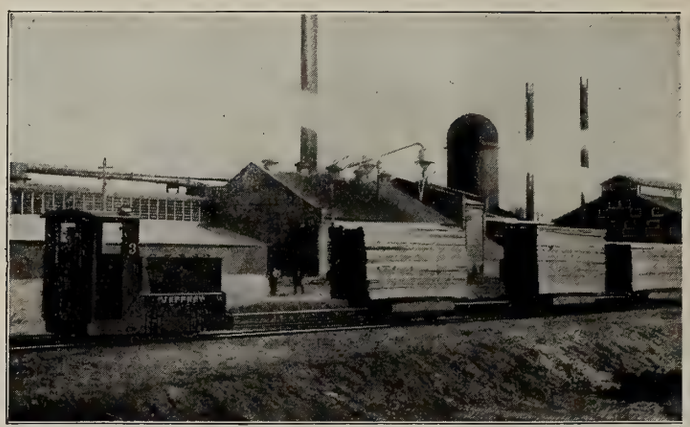
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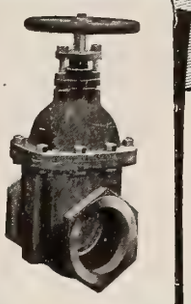
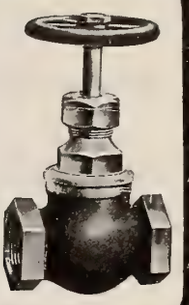
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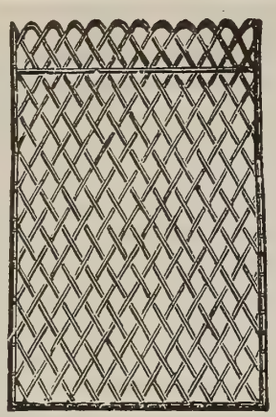
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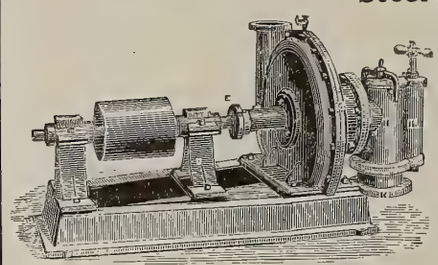
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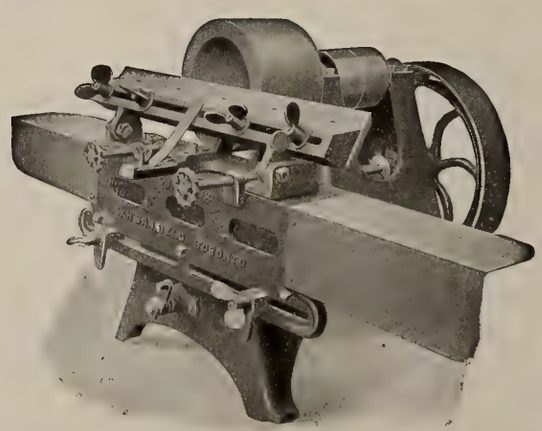
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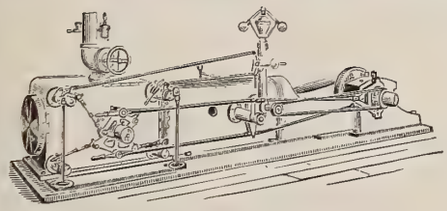
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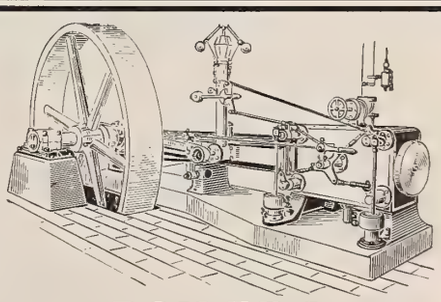


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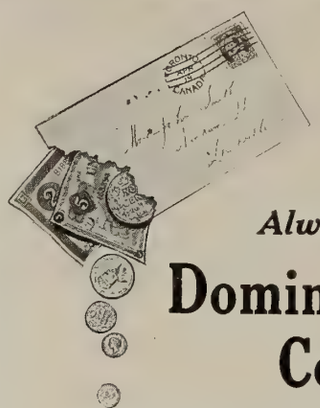
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Hamilton Bridge Works COMPANY LIMITED

Hamilton, Canada

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES

For Steam Railways
Electric Railways
Highways, Etc., Etc.

For Factories, Offices, Warehouses, Power Stations, Mill Buildings or any other purposes . . . . . **AND BUILDINGS**



New Transportation Building, Canadian National Exhibition.

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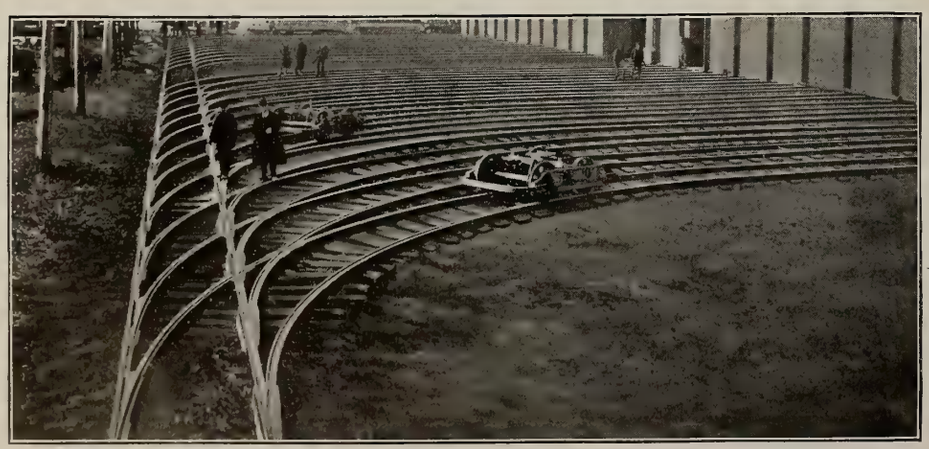
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MONTREAL STEEL WORKS,

MONTREAL *LIMITED*



MANUFACTURERS OF

Steel Castings (Acid Open Hearth System)

Switches and Track Work For Steam and Electric Roads

Springs of All Kinds

Manganese Steel Castings For Wearing Parts, Insuring Great Hardness and Durability

Interlocking Plants **Trucks for Electric Cars**

Agents for Canada for THOS. FIRTH & SONS, Limited, Sheffield, England, "Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, Etc.
A Large Stock Carried in Our Warehouse.

Agents for Canada for BARROW HAEMATITE STEEL CO., Barrow-in-Furness, England.
Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.
Catalogues Sent on Application.





THE STREET CARS OF CANADA

Carry the advertising of the leading manufacturers of Canada.

Why?

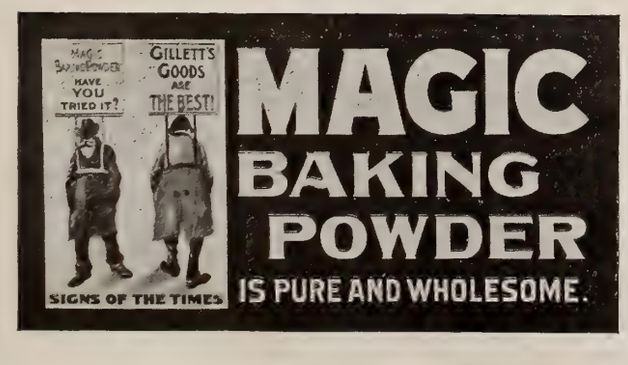
There is only one reason—RESULTS.

Would you not be interested in knowing more about our proposition?

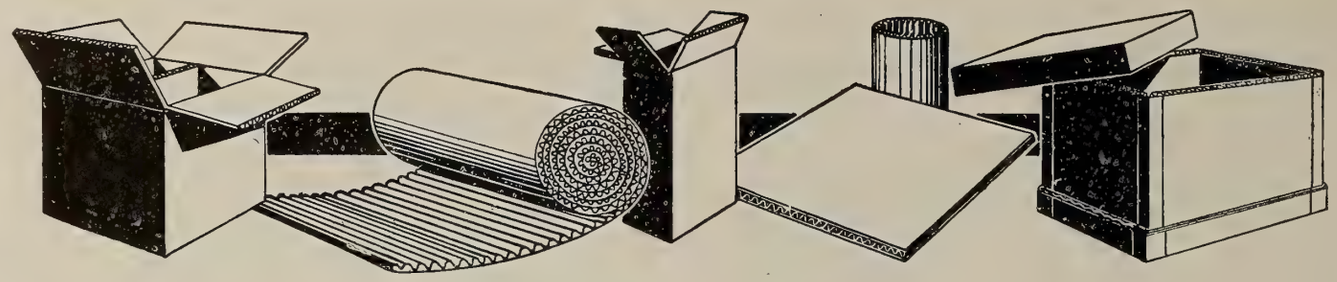
Just ask us to see you.

The Canadian Street Car Advertising Co., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER







SHIP YOUR GOODS IN CORRUGATED CASES
THE MODERN PACKING CASE

Our Corrugated Packing Cases are light, rigid, neat and strong enough for anything except the heaviest materials.

They cost less than wooden cases.
They save you money on freight (both ways.)
Absolutely prevent pilfering of goods.

GET OUR PRICES

MARTIN CORRUGATED PAPER and BOX CO., LIMITED

New Factory and Office:—353 Pape Avenue, - TORONTO



A FULL FIRE BUCKET

Emptied in the right place at the right time, will head off many a disastrous fire. But is there always an "Eddy Fire Bucket" in place?

You can never tell when a blaze is going to start, but you can get ready to put it out by hanging some of "Eddy's" Round Bottom Fibre Fire Buckets where they will come in handy.

They are Light, Durable, Business-like, and they don't cost much, while a fire is expensive. Write us for particulars.

THE E. B. EDDY COMPANY, LIMITED
HULL, CANADA

We make Matches, Wrapping Papers and Paper Bags for all uses, Toilet Papers, Box Boards, Fibreware, Woodenware, Washboards, etc., etc., etc.

DODGE D LINES

Power Transmission Machinery

WE MANUFACTURE

Shafting	**Friction Clutches**	**Sprocket Wheels**
Hangers	**Belt Tighteners**	**Take Ups**
Pulleys	**Pillow Blocks**	**Rope Sheaves**

and a full line of

Elevating and Conveying Machinery

Our "B7" Catalogue
describes
Our General Line

Our Chain Catalogue
describes our Elevating and Conveying Machinery

We carry the largest stocks in this country in these lines, both at Toronto and Montreal.

Complete Stocks at Stuart Machinery Co., Winnipeg.
Complete Stocks at A. R. Williams Machinery Co., Vancouver.
Complete Stocks at Gorman Clancy & Grindly, Calgary and Edmonton.

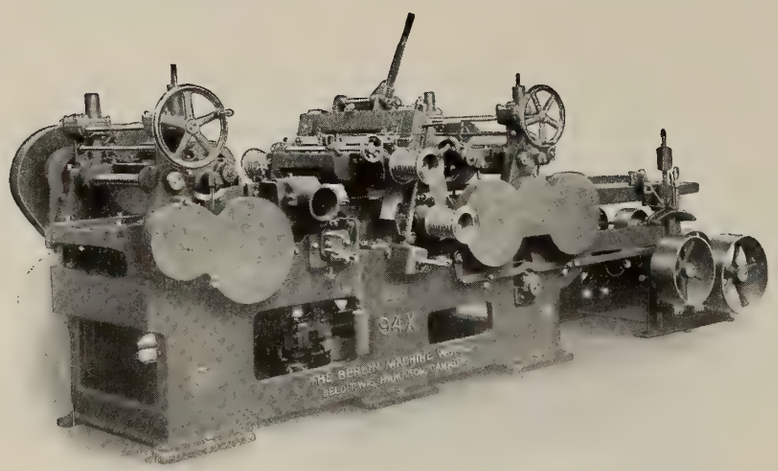
Correspondence Solicited

DODGE MANUFACTURING CO.

TORONTO - MONTREAL

Berlin Quality Counts

94X Fast Feed Planer and Matcher



THE 94x is not the highest priced matcher on the market. It has features which cannot be found elsewhere, yet we are not asking as much as you can pay for other machines on the market to-day.

In the 94x you are offered the following features which are distinct advantages over all other flooring machines :

1. A matcher of proven capacity which will turn out perfect work at 150 to 200 feet per minute.
2. A matcher, the construction of which is such as to absolutely prevent the tearing out of knotty or cross-grained places, thereby raising the grades.
3. Cylinder and side head construction of proven capacity. And we furnish eight or twelve bitted side heads designed by ourselves.
4. A side head mechanism which cannot be choked down at 200 feet per minute.

And notwithstanding that you are offered the above as a fair representation of what you purchase, the actual cost in dollars and cents is less than some other machines offered you.

One 94x will actually turn out more well finished lumber than three ordinary matchers because it runs steadily hour after hour and not several hours with tie-ups for break downs and time losses for sharpening knives.

A short time ago a firm put in *one 94x to do the work of four light machines.* Consider the saving in labor. The expense of maintaining the 94x is also less because there are fewer parts to give trouble. We would like to show you where the 94x matchers are going in. A circular will give you all the details and show you why the machine is making such a success.

BERLIN MACHINE WORKS, Ltd.

HAMILTON, CANADA

Builders of Berlin

Sanders, Sizers, Matchers, Moulders, Surfacers, Planers, Jointers, Edgers, Rip-Saws, Re-Saws

The British Columbia Mills Timber and Trading Co.

Head Office: VANCOUVER, B.C.

Oldest Established Mill in British Columbia

Largest Kiln Capacity in British Columbia

Try our exceptionally Good Grade of **1 x 3 Edge Grain Flooring and 5-8 x 3 Ceiling.** It looks much nicer and makes a better Job than the Wider Material.

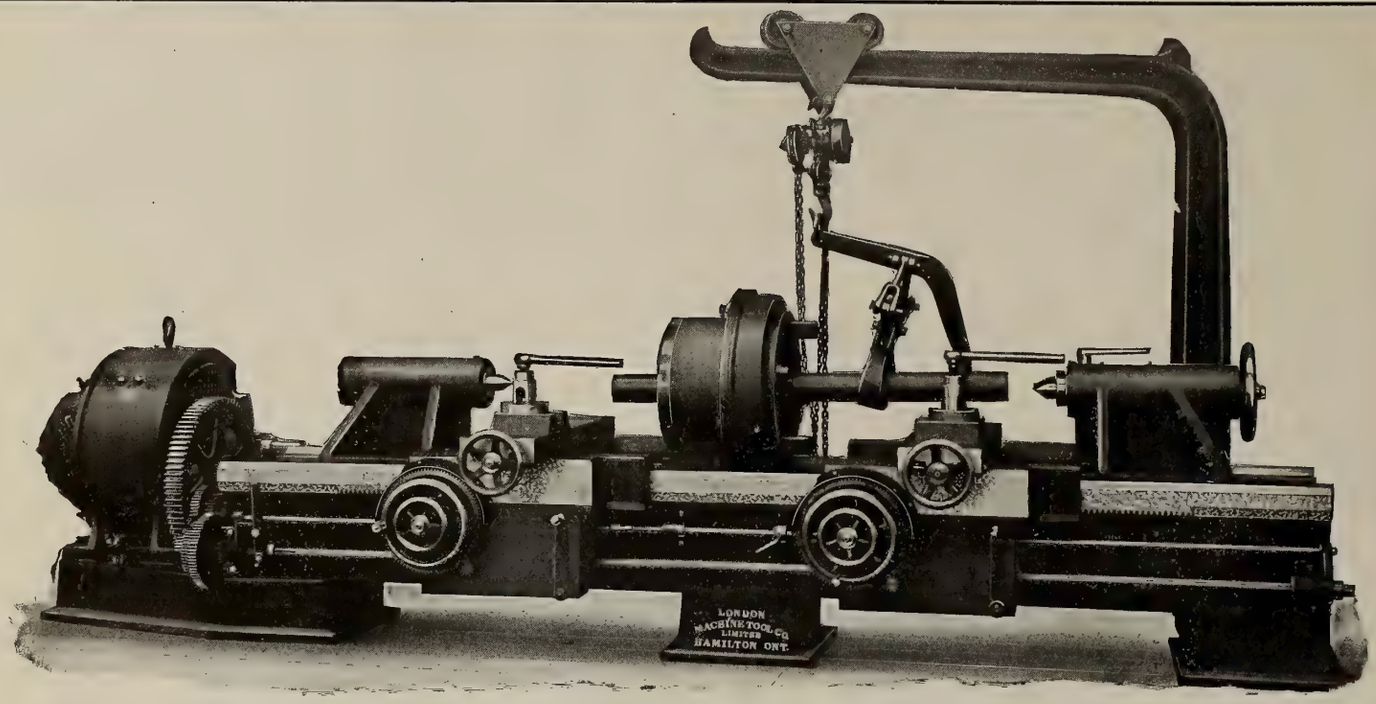
We can ship promptly Sash, Doors and Mouldings, in Mixed Cars with ANY KIND OF LUMBER, Dimensions and Uppers, Fir, Cedar or Spruce. We have big stocks. Send us your orders and they will receive prompt attention. We are Manufacturers and Wholesalers only and do not operate and have no financial interest in any retail yards.

WINNIPEG OFFICE

603 McIntyre Block, P.O. Box 161

BRANCHES—Royal City Mills, Vancouver; Royal City Mills, New Westminster, Hastings Saw Mill, Vancouver; Moodyville Saw Mill, Burrard Inlet.

CODE: "American Lumberman Telecode."



HEAVY DOUBLE AXLE LATHES

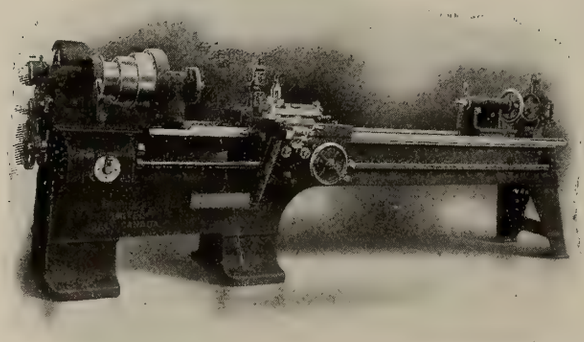
DESIGNED FOR TURNING CAR, COACH & LOCOMOTIVE AXLES USING HIGH SPEED STEELS TO THEIR LIMIT

WRITE US FOR FULL PARTICULARS

LONDON MACHINE TOOL CO., Limited

HAMILTON, - - CANADA

A GAP LATHE



To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important and we would ask you to kindly note our Lathes in this respect

All labor-saving features are embodied, and workmanship is strictly first-class.

WE MAKE ENGINE LATHES AS WELL

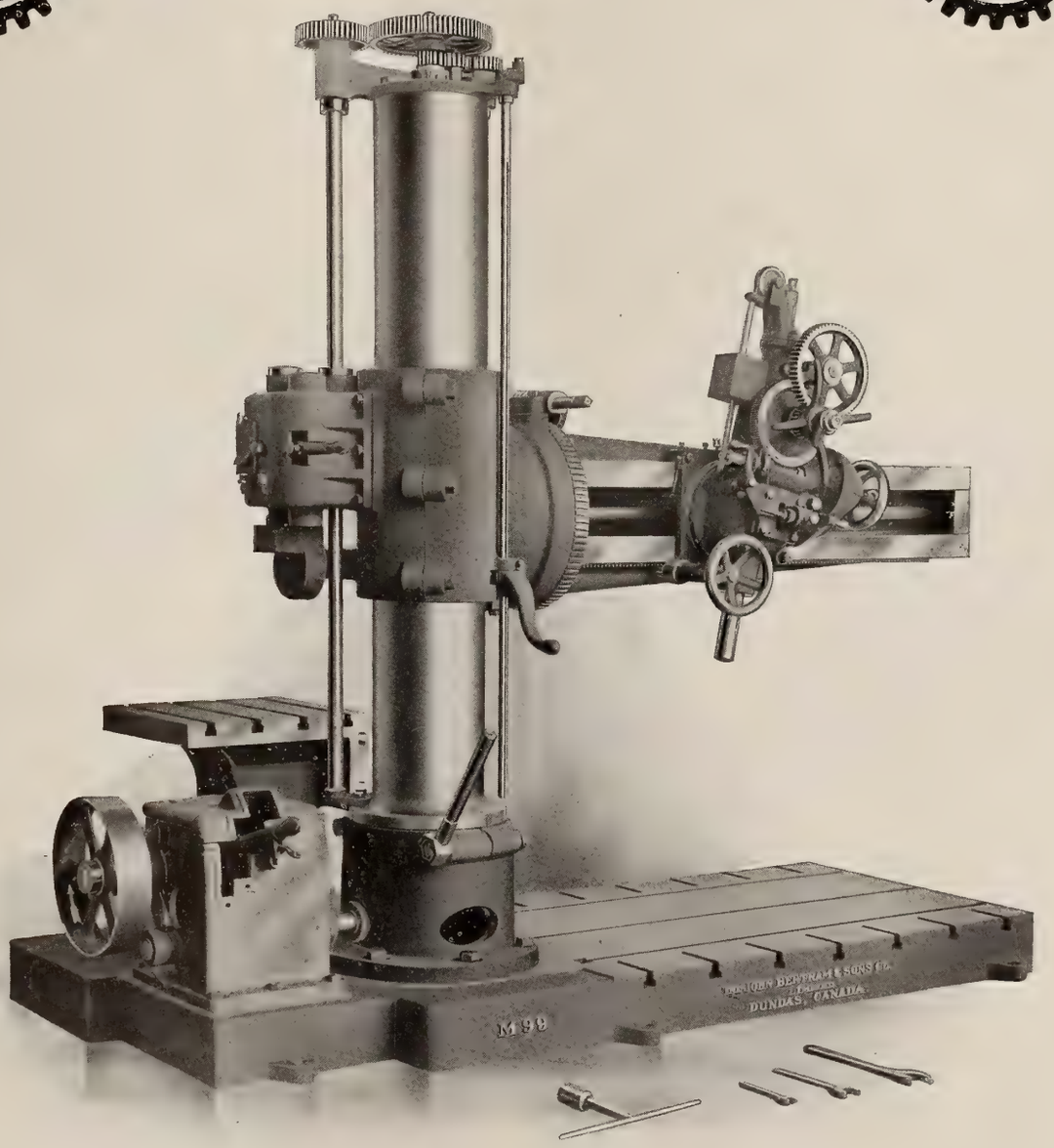
PARTICULARS ON REQUEST

THE R. McDOUGALL CO., LIMITED

GALT - - CANADA

BERTRAM RADIALS

for High Speed Drills



Built in three sizes, with 4, 5 and 6 foot arm. Of simple construction with great power and accuracy. Driven by single pulley or direct connected motor through convenient speed box.

THE JOHN BERTRAM & SONS CO.

LIMITED

DUNDAS, ONTARIO
CANADA

Sales Agents:
The Canadian Fairbanks Company
Limited

Offices:
Montreal, Toronto, Winnipeg
Vancouver, Calgary, St. John

POWER EQUIPMENT

Our Engines, Boilers Heaters, Pumps, etc., are to be found in Canada's Most Prominent Power Houses.

THEY GIVE PERFECT SATISFACTION

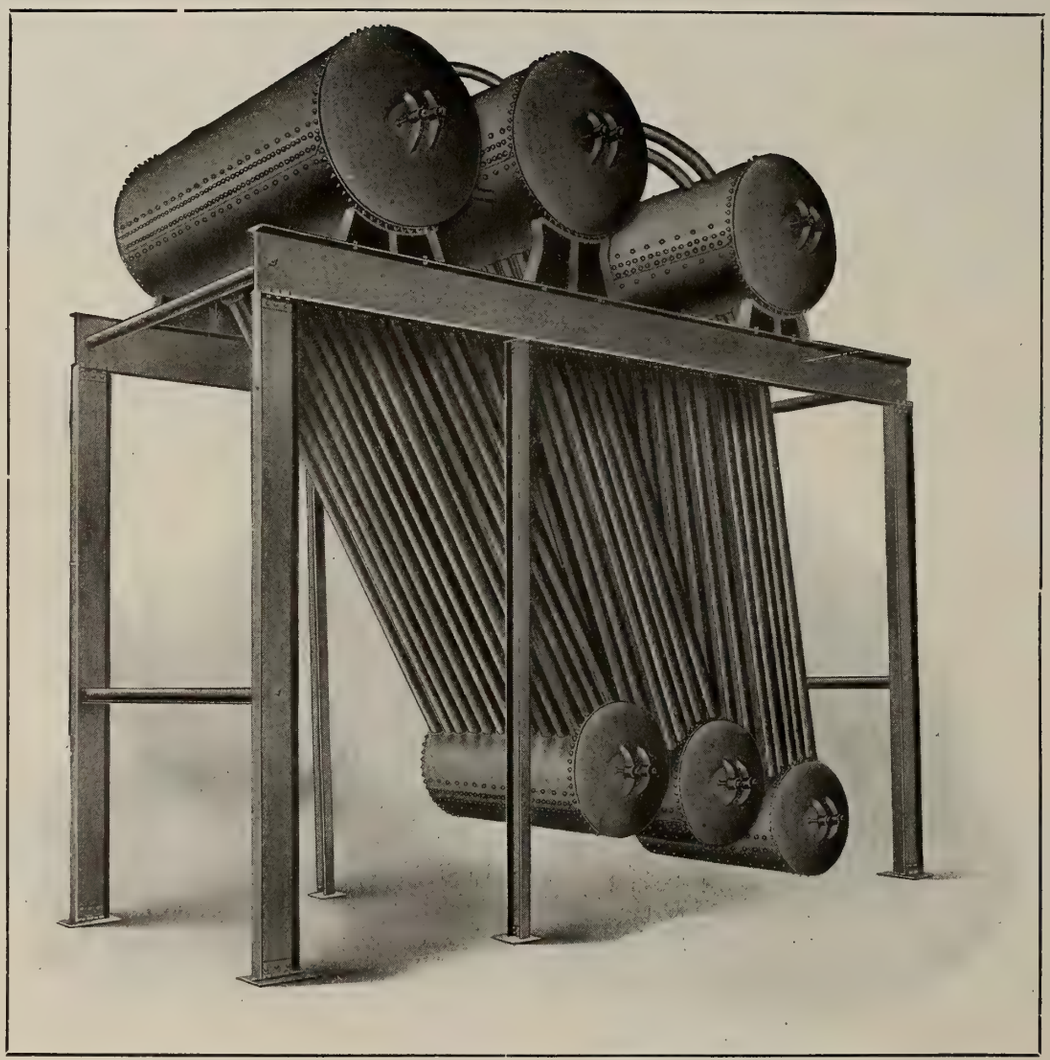


Illustration Shows Our New WATER TUBE BOILER
Side View, Not Bricked In

PHOTOS SPECIFICATIONS AND PRICES FURNISHED ON REQUEST

The Goldie & McCulloch Co., Limited

Galt, Ontario, Canada

WESTERN BRANCH
248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS
Ross & Greig, Montreal, Que.

BRITISH COLUMBIA AGENTS
Robt. Hamilton & Co.: Vancouver, B.C.

WE MAKE Wheelock Engines, Corli-s Engines, Ideal Engines, Piston Valve Saw Mill Engines, Boilers, Heaters, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery, Wood-Working Machinery, Transmission and Elevating Machinery, Safes, Vaults and Vault Doors.

ASK FOR CATALOGUES, PRICES AND ALL INFORMATION

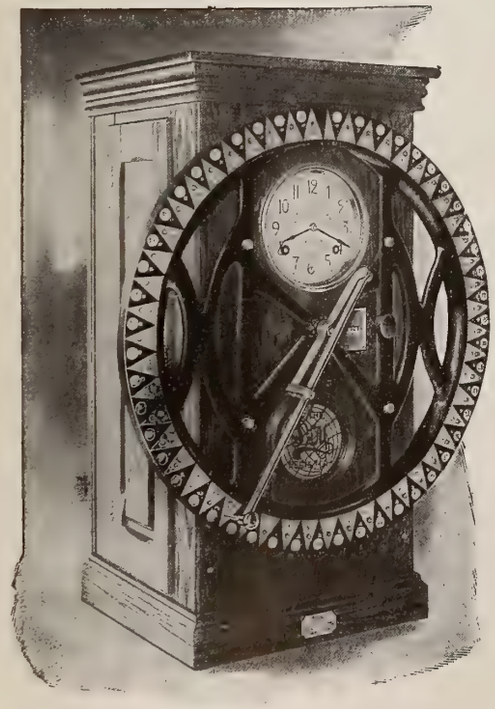
SAVE MONEY IN WAGES

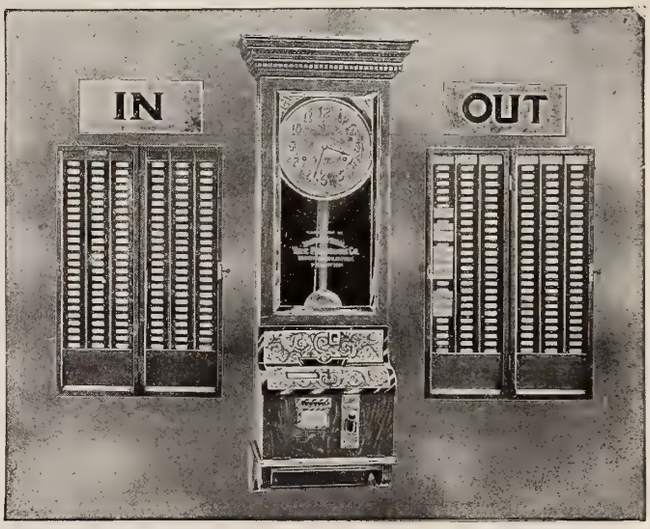


TIME RECORDING SYSTEMS are essential for the protection of manufacturers. Wages form the heaviest single item in the expense account of most businesses. You do not know whether you are getting service for your wage expenditure unless you have an automatic system to record the times of arrival and departure of employees. Write us for illustrated catalogue.









INTERNATIONAL TIME RECORDING COMPANY
OF CANADA, LIMITED

21-23 Alice Street .:. .:. Toronto, Canada

The Traders Bank of Canada

General Statement, 31st December, 1909

LIABILITIES

Capital stock paid up	$ 4,354,500 00	
Rest Account	2,200,000 00	
Dividend No. 55, payable 3rd Jan.	87,087 98	
Former dividends unpaid	1,039 77	
Interest accrued on deposit Receipts	18,524 24	
Balance of profits carried forward	102,443 40	
		$ 6,763,595 39
Notes of the Bank in circulation	$ 3,060,070 00	
Deposits bearing interest, including interest accrued to date	24,255,209 47	
Deposits not bearing interest	5,557,984 87	
	$29,813,194 34	
Balance due to other Banks in Canada	37,254 32	
Balance due to foreign agents	289,882 06	
		33,200,400 72
		$39,963,996 11

ASSETS

Gold and Silver coin current	$ 414,198 14	
Dominion Government demand notes	3,633,251 00	
Notes of and checks on other Banks	1,129,309 16	
Balance due from other Banks	345,012 58	
Balance due from foreign agents	803,913 94	
Dominion and Provincial Government Securities	704,801 53	
Railway and other Bonds, Debentures and Stocks	986,239 24	
Call and short loans on Stocks, Bonds and other Securities	1,544,818 98	
Call and short loans on Stocks, Bonds and other Securities in U.S	600,000 00	
		$10,161,544 57
Bills discounted current	$27,389,558 52	
Notes discounted overdue (estimated loss provided for)	58,351 51	
Loans to other Banks secured	12,625 42	
Deposit with Dominion Government for security of General Bank Note Circulation	152,718 60	
Real Estate, the property of the Bank (other than the bank premises)	700 00	
Bank premises	1,996,459 61	
Bank furniture, safes, etc	192,037 88	
		29,802,451 54
		$39,963,996 11

PROFIT AND LOSS ACCOUNT

Dividend No. 52, quarterly, at the rate of 7 per cent. per annum	$ 76,190 16
Dividend No. 53, quarterly, at the rate of 7 per cent. per annum	76,193 16
Dividend No. 54, quarterly, at the rate of 7 per cent. per annum	76,200 18
Dividend No. 55, quarterly, at the rate of 8 per cent. per annum	87,087 98
Transferred to Rest Account	200,000 00
Written off Bank premises and furniture	20,000 00
Transferred to Officers' guarantee fund	5,000 00
Transferred to Officers' pension fund	5,000 00
Balance at credit of profit and loss new account	102,443 40
	$648,114 88

Balance at credit of profit and loss last year	$190,982 49
Premium on new stock	50 00
Net profits for twelve months, after making provision for bad and doubtful debts, and reserving accrued interest	457,082 39
	$648,114 88

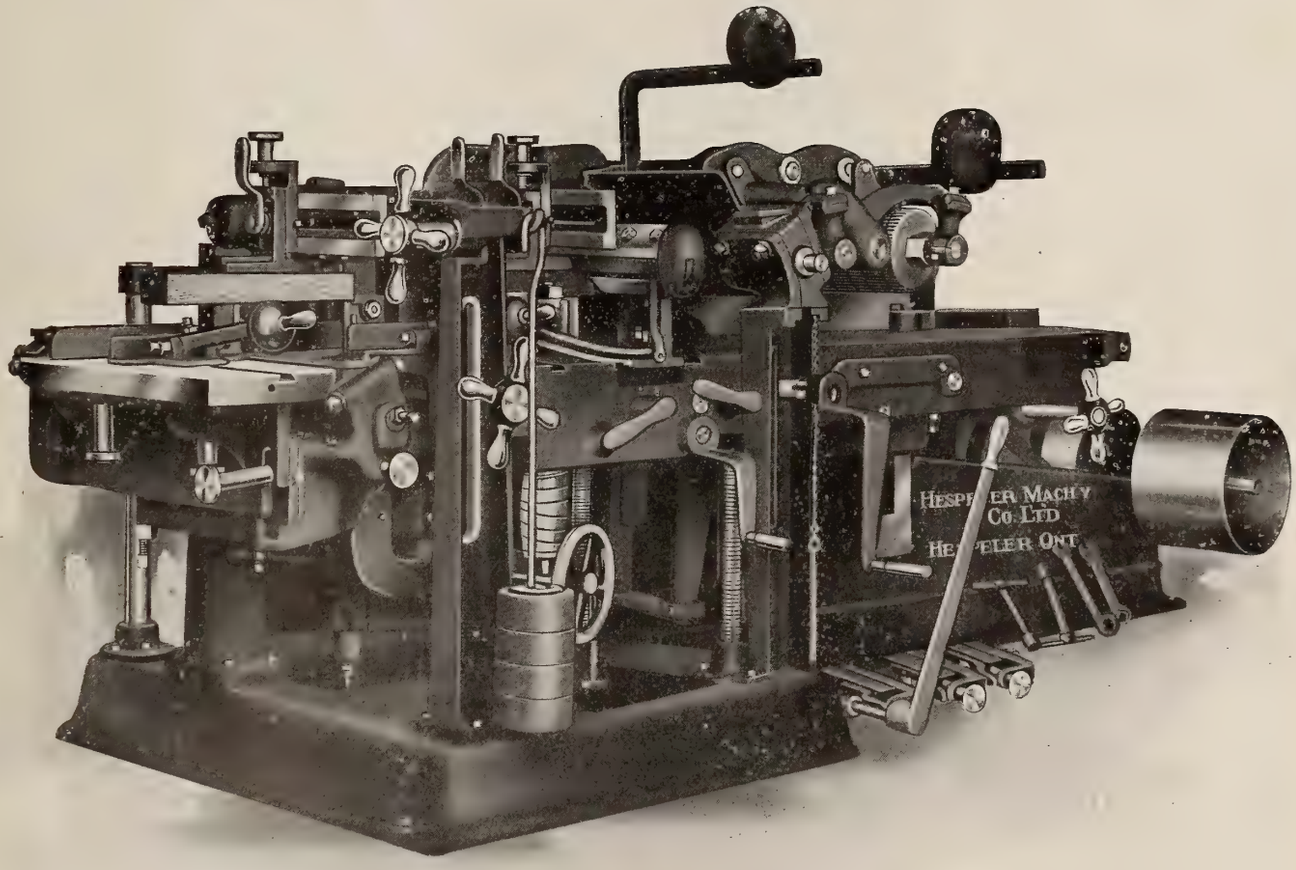
Toronto, December 31st, 1909.

STUART STRATHY,
General Manager.

OUR LATEST

Four Sided Heavy Duty Moulder

¶ Without doubt the heaviest and most substantial machine on the market to-day



MADE IN CANADA

This machine is made in two sizes--No. 83, 13-in. capacity 13x12, and No. 87, 12-in. capacity 12x12

Send for our Full, Descriptive Catalogue

HESPELER MACHINERY COMPANY, LIMITED
HESPELER, ONTARIO

Manufacturers of High-Grade Wood Tools

50 SWITZERLANDS IN ONE



CANADIAN ROCKY MOUNTAINS

MORAINE LAKE

Near Lake Louise Hotel, in the Canadian Rockies, is this wonderful Morain Lake. Words fail to tell of the beauty of this region, which is one of the scenic marvels of the world. Here a most delightful vacation may be enjoyed. A paradise for the mountaineer, geologist, naturalist and mineralogist.

Send for "Challenge of the Mountains."

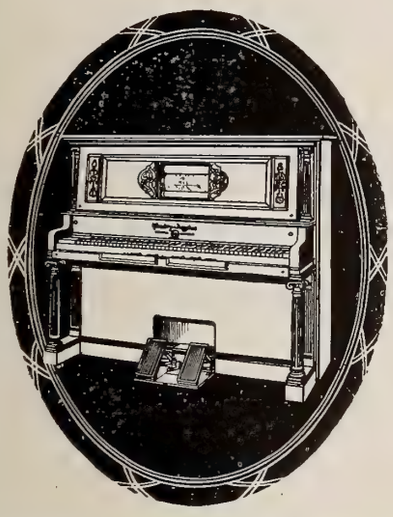
COMFORTABLY REACHED BY THE LUXURIOUS TRAINS OF THE

CANADIAN PACIFIC RAILWAY

ROBERT KERR PASSENGER TRAFFIC MANAGER
MONTREAL.

Men forget business cares in the enjoyment of

Gourlay-Angelus
Player-Pianos



A GOURLAY-ANGELUS provides ANYONE with the ability to play ANY music artistically.

In the opportunity for recreation thus afforded, many busy men find enjoyment hitherto undreamed of, as well as a complete rest from the business worries and cares of the day. If you find it hard to leave these cares behind you when you go home, depend upon it, a Gourlay-Angelus will make you forget them.

One Toronto manufacturer tells of this pleasure in a Gourlay-Angelus as follows:—"I have always been glad I purchased the Gourlay-Angelus. The longer I have it the more I enjoy it and the more I use it."

Write for Catalogue and Prices

GOURLAY, WINTER & LEEMING,
188 Yonge St., Toronto

ST. JEROME
QUEBEC

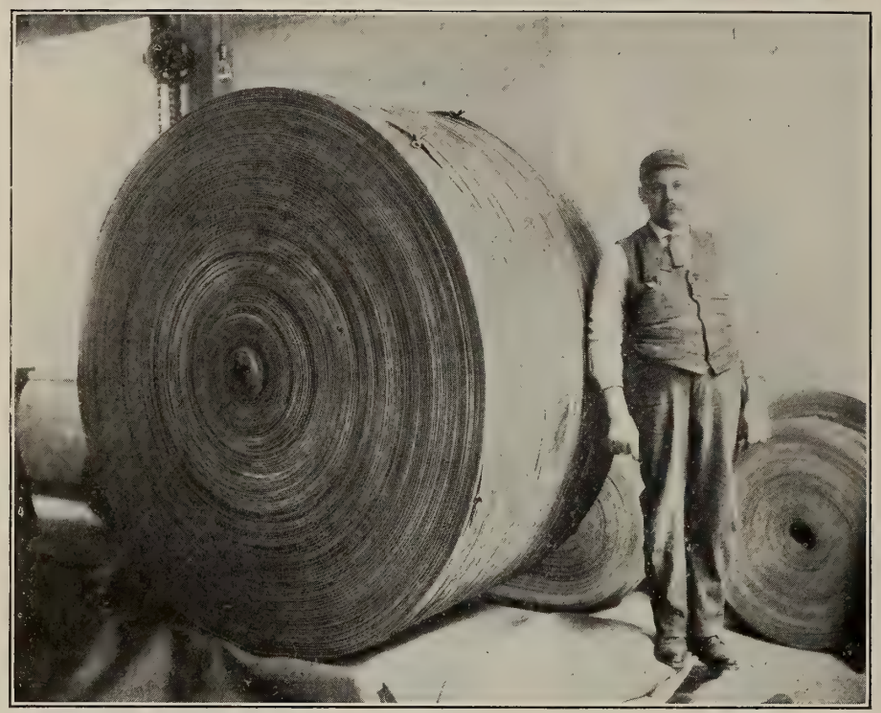
A Fine Location for Manufacturing Plants

Situated thirty miles north of Montreal; offers great advantages to manufacturers desiring to establish some factories on economical basis

Full labor, both sexes.
500 horse power, transmitted by electricity, offered by the town at exceptional conditions to new factories.
Timber in abundance throughout this district.
Water powers from the North River.
Transportation facilities, via Canadian Pacific and Canadian Northern.
Waterworks owned by the town, giving one hundred pounds of natural pressure, and supplying the purest crystal water for family use.

Also, a desirable hygienic and pleasant place for summer residence.

FOR FURTHER PARTICULARS APPLY TO THE
Publicity Dept., City Office, St. Jerome, Que.



MADE AT THE Dunlop Rubber Works

Drive and Conveyor Belting made according to specifications in any required l ngth, width or weight. Let us tender on your requirements in Mechanical Rubber Goods of any description.



THF ONLY TOOLS YOU NEED

The Dunlop Tire and Rubber Goods Co. Limited

Head Office **TORONTO** **Rubber Works**



We think quality just as important in tinware as anything else. Compare our goods with others.

MACDONALD MANUFACTURING COMPANY, LIMITED.

PLAIN AND DECORATED TIN BOXES AND SIGNS.

Head Office and Works TORONTO — 39 St. Antoine St. MONTREAL — 111 Lombard St. WINNIPEG

THE even quality of stock, the uniformity of the ink and printing, the neat strong washer and the absolute clean-cut appearance of Southam Quality Tags makes them desirable Tags to use.

SOUTHAM LIMITED, MONTREAL.

Tags—Labels—Folding Boxes—Specialties.



Southam's
Tags
for Factory Records
or
Shipping Purposes
give
Satisfaction.

TRY THEM.

SOUTHAM LIMITED,
MONTREAL.
Manufacturers of Tags and Specialties.

WESTINGHOUSE ELECTRIC TOASTER STOVE

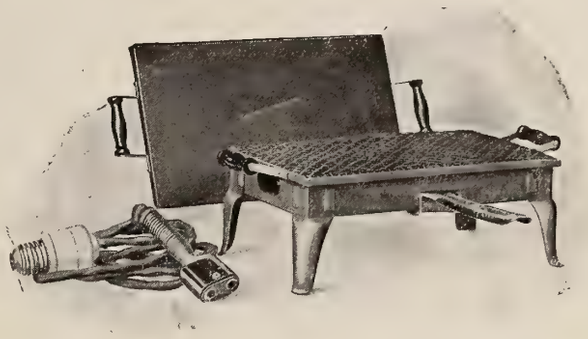
The Westinghouse Toaster-Stove has so many features of merit, that central stations and dealers find it an easy and profitable proposition to handle.

As the name implies it is both a toaster and a stove, being convertible from one to the other by simply substituting the solid griddle for toasting grid.

It toasts better than is done in any other way, makes hot cakes and cooks anything a stove can cook. It is ready at a moment's notice, and can be used in any room in the house where a lamp socket is available.

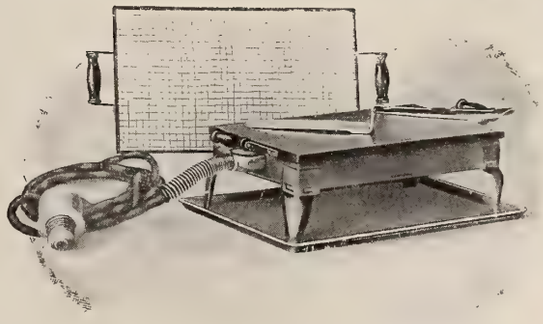
There are four simple parts, the tray, the stand, the toasting grid and the solid griddle. The handle to the stand can be withdrawn and used as a cake turner.

We Have Attractive Literature for Dealers and Central Stations



Toaster Stove with Toasting Grid in Place





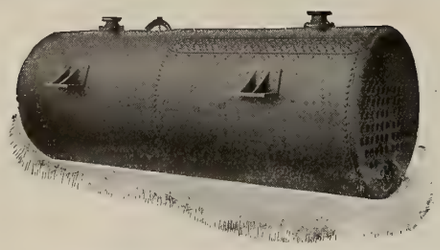
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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

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INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

By-laws in Restraint of Trade.

BY a clause in The Municipal Act of Manitoba, Section 638, Clause A., (R.S.M. 1902) municipalities are empowered "to enact by-laws for controlling, regulating and licensing commercial travellers who sell for any merchant or manufacturer, whose principal place of business is outside the municipality, goods or merchandise of any kind direct to the consumer." Similar power is given to the municipalities of other provinces by their respective acts. In Manitoba a number of prosecutions have occurred under this clause and it will be well for manufacturers to give attention to the by-laws in force throughout the province. It is pointed out that a very considerable number of manufacturers, such as makers of stationery, office supplies, office furniture, building material, machinery, etc., sell direct to the consumer. Some inconvenience has already been felt in consequence of a desire on the part of town councils to make use of the power conferred on them.

Secret Commissions Act.

GIVING or receiving commissions to affect the purchase or sale of goods is now a criminal offence and is heavily punishable according to the provisions of the Secret Commissions Act which was passed at Ottawa last session and which is now in force. Attention is called to the text of this Act, as it appears in another column of this paper. The clauses are very clear and explicit. There is no intention of restraining competition in any way. The Act, based as it is on the British Act, is aimed at stopping that most insidious form of graft which consists in taking a bribe to recommend to an employer an article which would not be bought on its own merit.

Unmerited Criticism.

A FEW weeks ago the press throughout Canada contained a news item emanating from the Department of Trade and Commerce in Ottawa to the effect that a business house in St. John's, Newfoundland, had sent an order for 200,000 envelopes to a Toronto envelope manufacturer but that the latter had not extended the courtesy even of a reply. On investigation it developed that the Department proposed following this up with exposures of any other Canadian houses which failed to treat foreign enquiries with ordinary courtesy. Before an item such as the one mentioned above was handed out to the press, carrying with it, as it did, a severe arraignment not only of the courtesy of the manufacturer, but much more so of his business ability, it would have seemed reasonable for the Department of Trade and Commerce to have made enquiries from the alleged offender as to the truth of the report. This the Department entirely neglected to do. Having secured confirmation of the report that the order was sent, the Department made no further effort to find out whether or not the order ever reached its destination. A careful enquiry has been made by the Commercial Intelligence Committee of the Canadian Manufacturers Association, among the envelope makers of Toronto and it has been definitely shown that no such order was received by any one of them. It is right that this fact should be made known. Canadian manufacturers are not behind others either in a proper appreciation of the value of consideration in dealing with home or foreign trade or in a desire to

extend trade wherever possible. They cannot be blamed for a failure on the part of the Post Office Department to deliver a letter.

Imports Under British Preference.

AS a protection against fraud in the operation of the British Preferential Tariff, an Order-in-Council has been passed, providing for a new certificate of origin to be signed before goods will be admitted under the preferential schedule. As was announced in the January issue of Industrial Canada, this regulation became operative on February 1st. The certificate reads as follows:

> "(B) That each article on this invoice is bona fide the produce or manufacture of a country entitled in Canada to the benefit of the British Preferential Tariff and specified on the invoice as its country of origin, and that each manufactured article on the invoice in its present form ready for export to Canada has been finished by a substantial amount of labour in such country and not less than one-fourth the cost of production of each such article has been produced through the industry of one or more British countries."

An important feature of the new regulation is that profits will not be included in determining the cost of production of goods entered under the British Preferential Tariff.

The Eight Hour Day Bill.

IT is very desirable that the eight hour day bill which has been introduced into the House at Ottawa by Mr. Verville, should receive its coup de grace without any further ceremony. The measure represents a misdirected effort on the part of the labor member and those whom he represents to improve the conditions of workers by shortening the hours of labor without a proportionate decrease in wages. Legislating a millenium into existence by Act of Parliament has ceased to be considered a feasible proposition by most people. Competition must govern to a great extent the number of hours a day that the workmen in any line shall work. We in Canada cannot say that our machinists, our shoe-makers and our weavers shall work but eight hours, if in the factories which compete with us the men work nine or ten hours. The greater cost of production here would make it impossible to compete with the manufacturers abroad—unless indeed the tariff were prohibitive, which it is not. A good many of the arguments which are advanced in support of the measure have already been discredited by past experience. It is claimed that the output of a factory will not be diminished because of two consequent results; first, it is said, the men will work with greater zeal and will accomplish as much in the shorter day as in the longer; second, it is held that manufacturers will devise new and improved labor saving machinery. There may be some temporary result such as that mentioned under the first clause, but it has not been found to endure. In too many trades an operator limits himself, or is limited by tacit understanding, to a maximum of production per hour. The use of improved and labor saving machines is discouraged to the limit by workmen, and their efficacy is largely restricted by union rules. The introduction of this argument by organized labor is ludicrous in the light of history. Machines with a capacity of fifteen hundred per hour are only turning out twelve hundred. Why? Because there is an understanding among the workmen that that shall be counted an hour's work. Under these circumstances what inducement is there for an employer to increase the efficiency of his plant or decrease the working day?

An Impracticable Measure.

THE impracticability of the measure as introduced by Mr. Verville has been discussed in these columns before now. His bill, he affirms, is just directed towards labor done for the Government. But why should the Government be considered special prey for people who want the highest price for the lowest service? Why should the Government, who are the trustees of the people, consent to pay more for what they get than the people whom they represent are prepared to pay? Public opinion and the law of supply and demand dictate how many hours shall be considered a fair working day. Until these say that eight hours a day are a reasonable number it will be a breach of trust on the part of the Government to put into force the measure proposed. Again, how could it be worked out equitably? The manufacturer who is making goods for the Government is also selling his output to dozens of other consumers. Imagine, if possible, a shop where a score of men picked up their tools an hour before the rest, put on their coats and went home. At the end of the week they would draw the same pay as the others, for that is a fundamental principle of unionism that a reduction of hours leaves the gross pay undiminished. Again it is impossible for the Government to regulate the number of hours of labor in foreign factories. What chance would a Canadian firm have, working eight hours a day, against the competition of a foreign company whose shop ran an indefinite number of hours? So long as eight hours do not constitute the prevailing working day in Canada and in the countries with which we do business, it will be unfeasible to apply that principle to Government works.

The Anti-Combine Bill.

A MEASURE which for better or for worse is bound to affect seriously the industrial and commercial life of Canada, was introduced into the Federal House at Ottawa during the past month by Hon. W. L. M. King. An Act to provide for the investigation of combines, monopolies, trusts and mergers, which may enhance prices or restrict competition to the detriment of consumers, is the general title under which the bill appears and its name indicates its intent and purport. No discussion took place on

the first reading and the views of the members of Parliament and the many classes interested cannot yet be ascertained. The unfair raising of prices, whether it be done by combination or in any other way, finds no support among legitimate manufacturers. The mere fact that combines exist, however, is not in itself a subject for criticism. In many activities it has been amply proven that success has alone been attainable by unification and specialization. In many other lines the desirability of some such common purpose is very evident. What is reprehensible is the combination which uses a monopoly for the purpose of unduly inflating its own profits. To the extent that the measure will accomplish the latter result it will no doubt prove beneficial to consumers.

Order of Procedure.

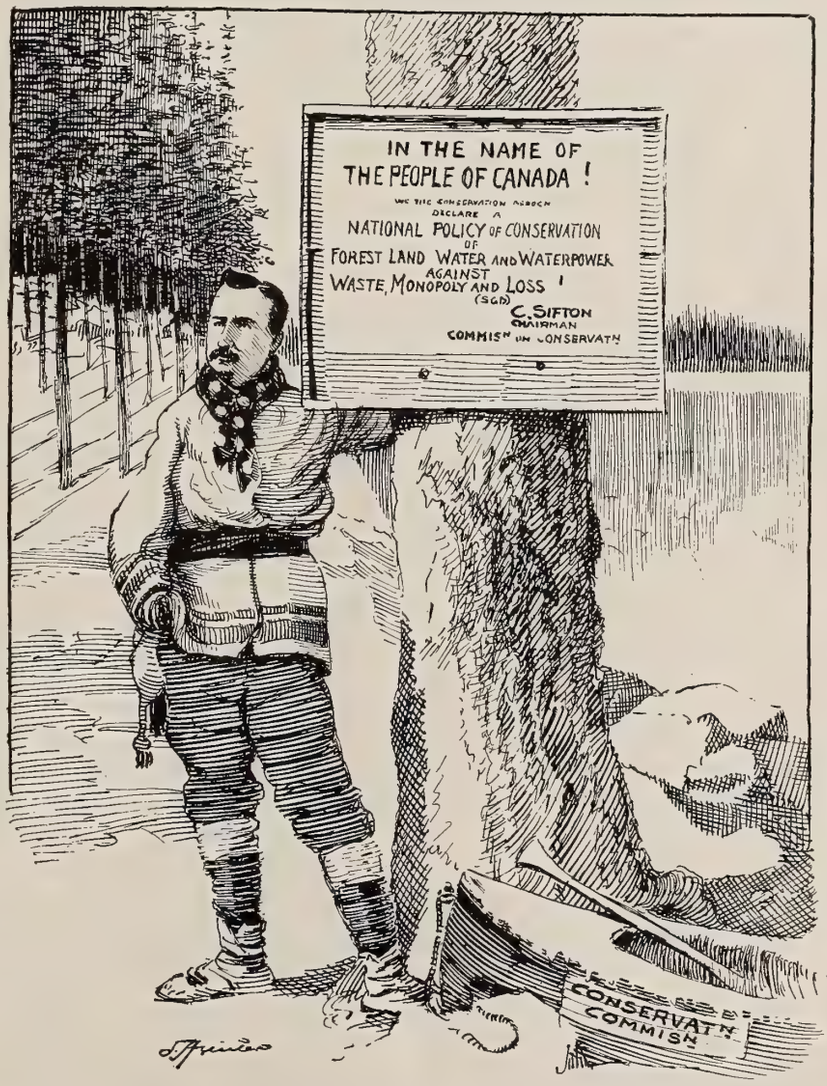
THE bill in brief provides that if six men consider that they are being adversely affected by any combination, merger, monopoly or trust, they may enter a complaint before a High Court Judge. If they make out a prima facie case, the Judge, acting in a sense in the capacity of a grand jury, issues an order on the Minister of Labor for the appointment of a board to investigate the case. After the Judge has decided that a case has been made out the succeeding action is more or less automatic. The Minister serves notice on the complainants and the alleged combine to nominate one representative each on a board of investigation. These two choose a third, a judge. This board has power to call witnesses, examine books, and do everything that an ordinary court of record may do. It makes a report on the case and this report is published at the order of the Minister of Labor in the Canadian Gazette, as well as in the newspapers, if so desired.

Some Weaknesses in Bill.

IN at least two points the bill as first proposed should be amended before becoming law. A discrepancy is at once apparent between the grounds upon which an application may be made to a judge and the actual offence which is investigated by the Board. The Boards of Investigation are required to report on the question of whether or not the price of an article has been *unreasonably* enhanced, or competition in the supply of it *unduly* restricted in consequence of a combine having been formed; in applying to a Judge for an order for such a Board it is sufficient for the applicants to make an affidavit that in their opinion a combine exists and that prices have been enhanced or competition restricted as a consequence thereof. Undoubtedly the words *unreasonably* and *unduly* should be present in the application as it is in the instructions to the Investigating Board.

Furthermore, as a protection against persecution, some provision should be made for the guaranteeing of costs where it is shown by the preliminary enquiry that the alleged combine or its effect on prices exists only in the imagination of the complainant. Demagogues are present in all communities and without a doubt many of them will attempt to prove their affection for the people by challenging and harassing all kinds of business enterprises. It would be eminently unjust for manufacturers or others to be mulcted to the extent of their own costs every time a group of malcontents or agitators wished to secure a little temporary popularity or political capital. As a guard against reckless charges being made, petitioners should be compelled to deposit funds to cover the cost of the defence should the complaint prove ill-founded. It certainly would be an injustice to put a man to the trouble and expense of proving his own innocence, every time half a dozen men wished to make a charge against him.

To Have and to Hold.



Explorer Sifton takes possession in the name of the people.

Our Trade With Newfoundland.

MR. J. E. RAY'S analysis of Newfoundland trade, published in a recent issue of the Trade and Commerce Reports, is an illuminating document and well worthy of careful study by Canadian manufacturers. It is the story

of a rapidly growing market at our very doors. In many respects Newfoundland may be said to have only now found herself. Relying on her prolific fisheries she made no effort for many years to develop the latent resources with which nature had so generously endowed her. The Wabana iron ore fields are being developed, it is true, in connection with the steel plant in Sydney, but this is nothing compared with the wealth which is possible for the colony, if the minerals are actively exploited. Again, until the last few years, the forests which clothed the interior were little used. The opening of pulp mills adds a great national industry to the island's activities. The most surprising feature of Mr. Ray's report is the fact that although the population has only increased by about 10,000 in the past twenty years, the imports have risen from $7,420,000 to $11,516,111 during the same period, an increase of over fifty per cent. This, too, is in the face of a beginning at home manufactures. It is believed by Mr. Ray that the next few years will be ones of great activity for Newfoundland. The development of mines and the inauguration of pulp mills will bring about a considerable increase in population. If with the increased buying power of the individual goes an increased population, the market of Newfoundland will be a prize worth playing for. During the twenty year period from 1888 to 1908, Canada's trade with the Ancient Colony grew from $2,041,144 to $4,257,647. The United States in the latter year, sold goods to the value of $3,859,892, and the United Kingdom, $2,668,802. Canada is still in the lead. Our geographical position should enable us to make this preferred position permanent.

A Heroic Effort.

IN Pittsburg and spreading from there to several other districts in the United States and Canada, a heroic effort is being made to reduce the cost of living. An anti-meat league has been formed, the members of which pledge themselves to abstain from eating meat for thirty days. By thus reducing the consumption it is believed that what are now considered abnormally high prices will be reduced in conformity with the law of supply and demand. It is to be hoped that the experiment will not work out as did that of the farmer who believed in the possibility of reducing the cost of living of a horse by giving him a few grains less of oats each day. He was eminently successful, so much so that he got down imperceptibly to the stage where the horse could live on nothing. Unfortunately at that point the horse died. While the new league is getting down to a no meat basis at once it does not intend carrying out this policy indefinitely. That is rather the weakness of the scheme. A curtailment of the consumption for thirty days may result in an over supply with a consequent reduction in price during that period, but as these people will not be buying then anyway, it will not make any difference to them. So soon as the demand were resumed the price would ascend to its old-time level. What will have a larger and more consistent effect on the cost of meat as of every other product is the general tendency and necessity of decreasing the consumption when the price rises to a prohibitive figure. The ultimate proof that the price of any article is too high is shown in the refusal of the public to buy.

Restrictive Building Regulations.

EXCESSIVE interference on the part of officials has turned many manufacturers away from Toronto and unless there is some greater moderation and judgment shown in the future, that city will lose a number of the industries she already enjoys. A plague of officials is the only way to describe present conditions. "First we have a factory inspector in on us," said one manufacturer recently to the writer, "and then a representative of the city architect's department; a smoke inspector follows and on his heels comes a member of the fire department; when these are through we have a visit from an elevator inspector." And thus the ceaseless round. Paternalism is being done to death. No one questions the right of the Province or municipality to make laws for the well-being of its citizens or to punish the non-observance of these laws. What is objected to and that strongly, is the ill-considered regulations which represent the one idea of some official faddist, the observance of which adds nothing to the safety or comfort of the citizens, but which places an unnecessary burden on the shoulders of those who come within its scope. To take but one instance, we have the preposterous regulations laid down by City Architect McCallum, which have done more harm to the industrial development of Toronto in one year than has been compensated for in all the years of the Industrial Commissioner's efforts.

In one case a manufacturer erected a six storey building four years ago, the plans having been submitted to the City Architect and approved. Although the building was equipped from top to bottom with machines that have been operating to their capacity ever since, the building has not shown the slightest sign of deterioration. It is as strong to-day as on the day it was built. Last year the manufacturer had to extend his plant and he decided to duplicate the building of three years previous. When it came to building it, however, the City Architect stepped in and refused a permit for more than five stories. He later conceded the point on condition that certain additions be made, which while adding very materially to the cost of construction, added little or nothing to the safety or utility of the building. The stultifying of his own earlier approval and the tendency to force up the cost of construction is typical of the whole work of this official.

Toronto has the most restrictive regulations of any city on the continent. To pass the City Architect's Department the plans of a building must call for walls of a certain thickness, which is measurably greater than in other cities, foundations must be of a certain quality, again higher than in all other cities, and so on. In reinforced concrete construction to meet the requirements of a load of 150 lbs. to the square foot on a floor, a building must

be erected which will by actual experiment support 750 lbs. of live or dead weight.

Absolute safety is one thing and reckless waste of material is another. If to comply with the Toronto Building By-law, a wall has to be built which is twenty-five per cent. thicker than is required for absolute safety, the cost of the building is increased by the cost of that material and its erection. If so much more material must be put in the floors and foundations and partitions than is necessary, the cost is again needlessly increased so much. That is the situation. Factory buildings in Toronto cost more than in other cities because more material has to be put into them.

Again, no consideration is given to the class of business to be carried on. In one factory where light manufacturing is in progress there may be few and light machines; yet the requirements are the same in both cases. A great capital has been tied up in superfluous brick and mortar. As one manufacturer recently said: "A building in Toronto must be so built that if it were turned upside down it would stand equally well."

There is urgent need for a revision of the building by-laws in Toronto. The annual waste caused by the present regulations is a serious burden on industry.

The Cost of Living.

IN the present issue of INDUSTRIAL CANADA is contained a special article by Prof. Adam Shortt, Chairman of the Canadian Civil Service Commission, on "Capital and Labor and the Cost of Living." In view of the universal complaint which is being heard against the persistent increase in the cost of the ordinary requirements of life, as well as of the luxuries, the contribution of Prof. Shortt is particularly timely and deserving of close attention. His view is that, subject to sympathetic influences of trade depressions abroad, Canada should enjoy a long period of prosperity, to be continued as long as large public and development works are in progress. These bring into the country much capital, which is set in circulation among the citizens. So long as this continues we can afford to pay high rates of wages and endure a high cost of living. Prof. Shortt asks, though, what our position will be when this foreign capital ceases to flow our way, but we still have to pay interest on what has already come? He shows that increasing wages have in every case brought about increasing living costs. The articles on which most labor is put in Canada are the ones which have advanced most in price. The close relationship between wages and prices is shown by tables prepared by Mr. R. H. Coats, of Ottawa, which indicate that during a certain period wages increased from 25 to 60 per cent., while the cost of living increased from 25 to 50 per cent. "In fact," to quote from Prof. Shortt, "it is found, as a rule, that prices reflect the increase in the wages of the labor employed on them, and the profits of the middlemen who handle them. Negatively this is seen in the case of groceries and other foreign goods; positively it is most easily traced in the case of house rent, which reflects the cost of building, and this is mainly determined by the wages of the building trades and the cost of raw materials, also determined mainly by the wages of Canadian labor." Prof. Shortt calls for a halt to the struggle between manufacturers and workmen, the latter forcing up wages and the former, in self-defence, increasing the selling price of their products. It must be pointed out, however, that the remedy in most cases does not rest with employers. Until labor adopts a more reasonable attitude to the problem of living, producers must continue to offset increased labor costs by increased selling prices.

The Empty Feed Dish.



Farmer Laurier: It won't do to starve her now.

French Treaty in Force.

ATTENTION is called to the list of articles affected by the French treaty, which went into force on February 1. The list is published in another column of this issue. It contains both the articles which will be admitted into France under the minimum tariff, if exported from Canada, and the products of France which will be admitted into Canada at the special rate provided for in the treaty.

CUSTOMS RULINGS

Board of Customs Decisions.

Bicycle Chain of steel, not detachable linked, has been declared to be dutiable under item 454 of the tariff. British preferential rate, 20 per cent.; general tariff rate, 30 per cent.

Chain is not free of duty under item 511 unless being malleable sprocket chain or detachable link belting chain.

Schlitz fizz, containing 2 per cent. or more proof spirits, and hop ale, containing 2 per cent. or more proof spirits, imported in casks or otherwise than in bottles, have been declared to be dutiable under the provisions of item 146 of the tariff. Rate under all tariffs, 16c. per gallon; imported in bottles have been declared to be dutiable under item 147 of the tariff. Rate under all tariffs, 24c. per gallon.

Gun barrels, in single tubes, forged, rough-bored, admitted free under order-in-council of 1st November, 1909, does not apply to any article to be manufactured into a rifle.

Departmental Decisions.

Children's wagons, such as "Irish Mail" and the "Flying Dutchman" have been ruled to be dutiable as children's vehicles under the provisions of tariff item 592. General tariff rate, 35 per cent.

Glass for mounting. It has been decided that glass articles, although marketable in the condition as imported, may be entered under tariff item 326a upon affidavit that they are to be bona fide cut or mounted in Canada, provided the importer establishes this intention to the satisfaction of the collector of customs at the port of entry.

Jewelers' enamel, a colored glass, has been ruled to be dutiable under tariff item 326a. General tariff rate, 22 1-2 per cent.

Deister ore concentrator No. 2, as illustrated and described in pamphlet. It has been decided that this article may be entered for customs purposes free of duty under tariff item 677.

Value for Duty.

Medicinal preparations. Unfinished medicinal preparations which are not sold for home consumption in country of export in condition as sent into Canada, but which in the finished condition are sold in the usual and ordinary course of trade, exclusive of special conditions, to purchasers for home consumption, are to be appraised for customs purposes at a proportionate advance on cost corresponding to the "cost" and "usual home selling price" of the finished article or product.

In the case of pills or compressed tablets (not sold by the exporter in the usual and ordinary course of trade in the open market to purchasers for home consumption), manufactured from private formulae, and to be subsequently boxed or bottled, or not under any trade name and sold as a proprietary medicine, are to be valued for duty at twice the usual price charged at the place of export, in like quantities and condition, by the manufacturer to the person giving the order.

Special Duty.

Ice cream freezers have been declared to be of a class or kind of goods manufactured in Canada, and therefore subject to special duty in cases where the difference between the selling price to the purchaser in Canada and the fair market value exceeds 7 1-2 per cent. of the fair market value.

Drawbacks.

It has been decided to classify as bedsteads the iron structural work supporting bed couches and children's iron cribs, and to allow a drawback of 99 per cent on the angles described in tariff item 1015 when used under such bed couches and cribs.

STEAMSHIP SAILINGS

St. John to Liverpool—
C.P.R. Liner, Feb. 11 and 25.
Allan Liner, Feb. 18 and 25.

St. John to Bristol—
C.P.R. Liner Feb. 23.

St. John to London—
Furness Liner, Feb. 23.

St. John to Glasgow—
Donaldson Liner, Feb. 17.

St. John to Manchester—
Manchester Liner, Feb. 19.

St. John to Havre and London—
Allan Liner, Feb. 9 and 23. Calling at Halifax 2 days later.

St. John to South Africa—
Elder-Dempster, Feb. 10.

St. John to Nassau, Cuba and Mexico—
Elder-Dempster, Feb. 4.

St. John to West Indies—
Pickford & Black, Early in Feb.

NEW PATENTS ISSUED

The following is a list of Canadian patents granted on January 18, 1910, to Canadians by the Canadian Patent Office, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada, Russel S. Smart, resident, from whom all information regarding same may be obtained:

123223. V. G. McLaughlin, Niagara Falls South, Ont., engineers' levels.

123242. W. D. Clark, Chesley, Ont., kitchen utensils.

123243. D. A. Stewart, R. C. Stewart, and J. F. Stewart, Molesworth, Ont., shock sheaf or hay loaders.

123246. T. A. Wooley and H. Fox, Hamilton, Ont., shockers.

123247. H. K. House and H. R. Cope, Toronto, Ont., meat-slicing machines.

123258. C. F. Bradburn, Delmer, Ont., telephone apparatus.

123259. C. F. Bradburn, Delmer, Ont., telephone systems.

123260. C. F. Bradburn, Delmer, Ont., telephone systems.

123266. M. Boake, Toronto, mantel beds.

123284. M. Kelly, Guelph, Ont., attachments for gas ovens.

123288. C. Lalonde, Ingersoll, Ont., litter carriers.

123296. W. G. Merrall, Onondaga, Ont., baling presses.

123299. J. Moore, London, Ont., seesaws.

123317. J. Robinson, Hamilton, Ont., road graders.



James White,
Secretary



Hon. Clifford Sifton,
Chairman of Commission



John Hendry
Member of Commission.

CONSERVATION OF OUR NATURAL RESOURCES

First Annual Meeting of the Commission of Conservation Held in Ottawa During the Past Month. Policy Outlined.

THE Commission of Conservation, appointed by the Government at Ottawa during the past session of Parliament, has now completed its organization. Its first annual meeting was held in Ottawa during the week of January 18th, and a programme of work was laid out that will keep it busy for many years to come. The address of the Chairman, Hon. Clifford Sifton, is an admirable exposition of the requirements of the country for the fullest development of its natural resources. It will be published as a pamphlet and widely distributed, and should educate public opinion up to a proper appreciation of the importance of the subject.

It will add greatly to the confidence which the people will repose in the Commission that it is not political in its composition. The governments of the various Provinces are represented each by three members, the Universities are represented, and the Federal Government makes appointments. The result is a body of men who are closely in touch with the resources of various parts of the country through the work of their own particular departments.

Scope of the Work.

Without attempting to cover the field of the Chairman's address, we are justified in quoting from it to show what the Commission consider is their real work. "Where the scope," says the Chairman, "is almost infinite the effort should be to choose that which is immediately practical and useful. And first of all it appears clear to me that provision should be made for making a comprehensive and accurate inventory of our natural resources, so far as our available information extends. The beginning of all proper investigations is the ascertainment of facts, and there is no country that I know of where it is more urgently necessary in the public interest that the natural resources should be tabulated and inventoried than it is in Canada. When the Commission was appointed by the Canadian Government to go to Washington last winter we set on foot a preliminary movement to tabulate information. The results of that work are now among our records. It is, I may say, of the most fragmentary description. It was surprising to find how difficult it was to get anything like accurate information. Statistical information of the class which our census officers prepare is abundant and accurate, but it does not assume to deal with the question of natural resources. At the present moment there are but few publications of any Government in Canada which give accurate and comprehensive information upon these subjects.

"The utility of such an inventory hardly needs discussion. Both for the purposes of development and of conservaiton, it is the first essential to have an accurate and complete statement of the facts readily available, accessible to all, and couched in language that the average reader can understand."

What Natural Resources Include.

Generally speaking the natural resources of a country fall under the six heads of minerals, fisheries, public health, inland waters, lands and forests. To all of these various forms of natural wealth the Commission of Conservation will address themselves, towards the end of having them perpetuated as far as possible, while still yielding fair returns to the present generation.

The discussion on our mineral resources is amplified and elucidated in the admirable address by Dr. Haanel, appearing elsewhere in this number. Especial importance is placed on the development of electric smelting processes whereby the ores of Ontario especially will be available for use. The more economical development of other mineral deposits was also effectively handled. Our fisheries, too, require careful investigation. Their value is so great that their depletion would be calamitous. The importance of preserving the land in its original productivity has been urged strongly during recent years by such students of national problems as Mr. J. J. Hill. There can be little doubt that on the fertility of our soil depends to no small degree the measure of our national prosperity. It must be conserved. Again, the forests, if properly handled, will be of perennial wealth to Canada. With their preservation and perpetuation is indissolubly bound up the question of inland waters.

POSSIBLE ECONOMIES IN THE PRODUCTION OF MINERALS IN CANADA*

By Eugene Haanel, Ph.D.

Canada has Great Iron Ore Areas so far not Developed. Owing to Cost of Fuel Electric Smelting will Alone Make Them of Commercial Value. Other Minerals May be Developed to Greater Advantage.

THERE is this difference between mineral resources and other natural resources, that while a forest cut down may be replanted; an exhausted soil refertilized; and a river or lake depleted of fish restocked; an ore deposit once worked out can never be recovered.

We allow ourselves great latitude of language when we speak of this or that deposit as being inexhaustible. The economic mineral deposits accessible to man are finite in quantity, and the time required for their exhaustion depends solely upon the rapidity with which they are exploited.

The immense pressure exerted by the acquired needs of modern civilization, reinforced by the commercial spirit of the age, will render futile any effort that might be made to curtail the exploitation of the mineral resources of the world. We can pass no laws for a close season in mining; during which mines or smelters should cease operations. All that we can do is to employ such methods in mining, that no waste shall occur. The mine must be worked out; nothing valuable must be left behind. Existing methods require to be perfected, or new ones invented, to enable us to discover new mineral deposits at present buried out of sight. The problem of successfully substituting for certain resources, which are vanishing, other resources which are still abundant and capable of taking their place, will require to be solved. Metallurgical investigation must be directed to the invention of processes, which are capable of handling economically lower and lower grades of ore. Much is being done in these directions, as will appear later.



DR. EUGENE HAANEL
Director of Mines Department, Ottawa

Only a few years ago ironmasters on this continent would hardly look at an iron ore if it contained less than 62 per cent. of metallic content; now an ore of 50 per cent. is gladly accepted.

Iron Ores.

The question of the world's supply of iron is of such grave importance, that the International Geological Congress has invited some 26 different countries—Canada among the number—to prepare estimates of their respective iron ore resources; to be presented at their meeting in Stockholm next summer. This action of the International Geological Congress is an indication of the general anxiety and uneasiness created by the enormous demand upon this resource; for which there is no substitute, and without which modern civilization cannot continue.

But whatever the fears regarding the world's future supply of iron ore, this pessimistic outlook does not apply to Canada; for at the present time we are dependent upon other countries to supplement our own product by the importation of iron in the crude and manufactured state to the amount of about $62,000,000 annually. In 1908 it was $61,819,698. We thus see that conservation of Canada's own iron ore resources has, unfortunately, been practised only too successfully. We are, and will continue to be, industrially handicapped until our iron industry is developed sufficiently to meet the demands of our own country and render us independent of outside sources for this all-important metal.

Iron and Steel Industry.

What we need is not conservation of our iron ore resources, but vigorous development of our iron industry. The very fact, that the Government has been, and is, giving a bonus on pig iron and steel produced in this country, shows how great is the need for such an industry.

By the methods hitherto employed in the production of pig iron and steel, cheap metallurgical fuel was a necessity, hence, blast furnaces could only be erected and do a successful business where iron ore, coal, and flux could be cheaply assembled. This condition exists, however, only in the extreme east and west of the Dominion.

The middle provinces, though possessing iron ore deposits and fluxes, lack the needed metallurgical fuel. The development of a vigorous iron industry, with coke at $5.00 to $6.00 per ton, could not be looked for in these provinces, if it was necessary to depend on blast furnace methods.

Economy of Electro-Thermic Process.

The comparatively recent investigations of the electro-thermic process for the smelting of iron ores have demonstrated that only 1-3 of the carbon necessary in the blast furnace is needed in electric furnaces. This brings the cost of the metallurgical fuel required for smelting down to a reasonable figure. The adoption, therefore, of this process would not alone lead to the utilization of our domestic iron ores in the provinces of Ontario and Quebec, but would greatly conserve our fuel supply, by substituting hydro-electric energy for the heat energy of 2-3 of the carbon required in the blast furnace.

* An address before the Commission of Conservation in Ottawa, Jan. 19, 1910.

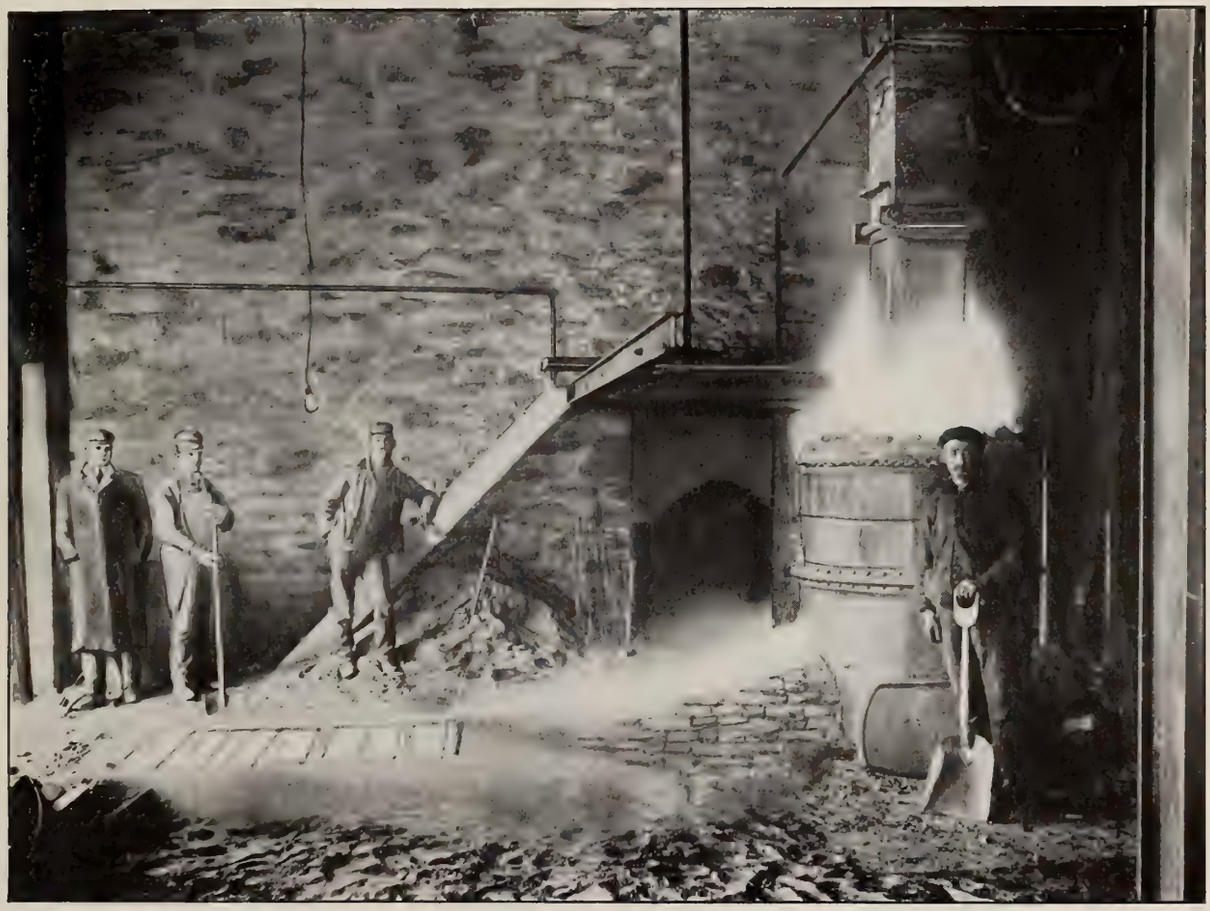
It may be interesting to state briefly what has been accomplished up to the present time in the development of electric smelting processes. It is only five years since the Commission appointed by the Dominion Government to investigate the different electro-thermic processes for the smelting of iron ores and the making of steel, in operation in Europe, presented its report. There were then only five small electric steel furnaces in existence, and only two of these were seen in actual operation. To-day, 77 are in operation in Europe, and a number have recently been erected in the United States; some of which are of 15 tons capacity; and electric steel is rapidly pushing crucible steel out of the market. Italy and France have the honor of having been the first in the field to apply electricity in the commercial production of steel. Germany which had no part in the original invention of the electric steel furnace—has recently been especially energetic in the adoption of the electro-thermic process for the production of steel, and in the modification and improvement of existing patents.

While engaged in superintending the electric smelting experiments at Sault Ste. Marie, in 1906, I noticed that the yard adjacent to the rolling mill was covered with many tons of the waste ends of the Bessemer steel ingots used in the manufacture of rails. No use was made of them at the time, and they were allowed to accumulate and eat up interest. An electric steel furnace, set up in the works of the Lake Superior Corporation—for which every facility existed—could profitably have converted this waste into high priced tool steel. I understand that these waste ends are at present being utilized in the open hearth furnaces lately erected.

A process that removes from steel more perfectly than any other, those deleterious ingredients which render it fragile under shock, and deprive it of its lasting qualities, is manifestly the more economic process. This purification is more perfectly accomplished in the electric steel furnace than by any other metallurgical process; its introduction in steel plants is, therefore, in the interests of economy.

It has, within recent years, been demonstrated that, in steel manufacture carbon is not the only substance which imparts valuable properties to the iron; but that tungsten, chromium, vanadium, nickel, molybdenum, and manganese add special economic qualities to iron; and for some purposes—either separately, or in combination—are far superior to carbon alone.

A tool made from these alloy steels, which will hold its edge longer under severe stress, and do a greater amount of work than another, is the more economical tool. A rail which can stand up longer under severe shock, and resist better than another the constant wear and tear of heavy traffic, is undoubtedly the more economic rail. It is manifestly in the interests of economy, not alone to employ these alloy steels for the purposes for which they are best fitted; but to manufacture them in furnaces best adapted for their production, namely, the electric steel furnace.



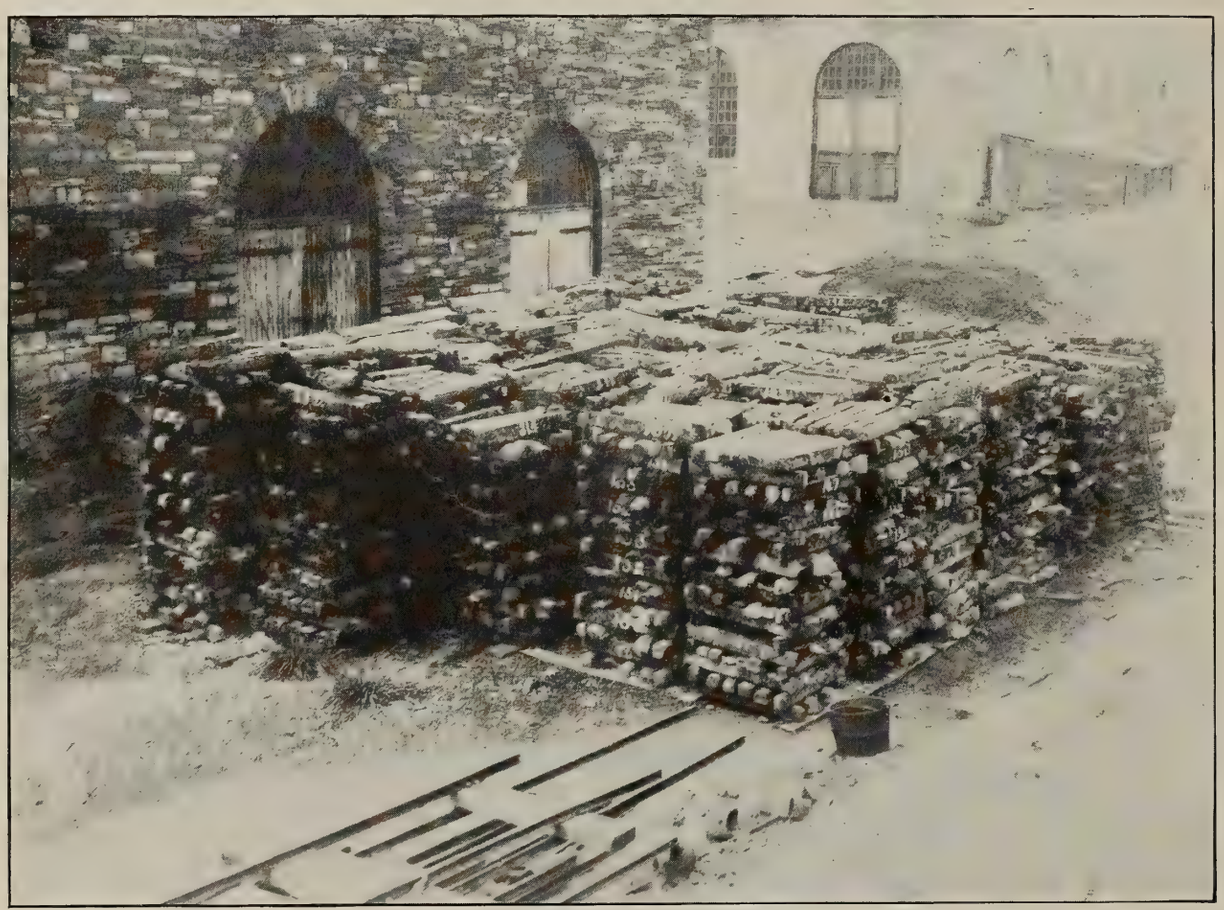
Electric Furnace Used in the Government Experiments at Sault Ste. Marie, Ont.

The progress made in the application of electricity to the production of pig iron has been much slower than in the manufacture of steel; since it was feasible only in countries possessing water powers, which could be developed at a reasonable figure. The central provinces of Canada are in this position, since they possess the ore, the fluxes, and the needed water powers.

With a view of testing the feasibility of introducing the electric smelting of iron ores into these provinces, the Dominion Government authorized the making of experiments with Canadian ores. It was not alone proven by these experiments, that excellent pig iron could be produced in

the electric furnace; but, the remarkable discovery was made that, from a refractory ore high in sulphur, a pig iron containing only 0.005 per cent. of sulphur could be produced. This is an exceedingly important result, since by this new process the large number of sulphurous magnetite deposits which abound in Canada, and which have hitherto been useless, are now rendered available for the production of high-grade pig iron and steel. The world's supply of useful iron ores will thus be greatly increased by this electro-thermic process of smelting.

The experiments made under the auspices of the Dominion Government at Sault Ste. Marie have been productive of another important result. Roasted nickeliferous pyrrhotite, carrying 2 per cent. of sulphur, has been smelted in the electric furnace into a pig iron virtually free from sulphur, and containing from 3 to 4 per cent. of nickel. About 165 tons of this nickel iron were produced. This is the first instance in the history of metallurgy where the iron content of the pyrrhotite has been saved. Iron pyrites cinders —the sulphurous iron residue of the roasting of iron pyrites, in the manufacture of sulphuric acid—which so far have been useless, may now be smelted by the electric process into excellent pig iron. These two instances are brilliant illustrations of the conservation of our iron ore resources.



165 Tons of Nickel Pig, Produced from the Electric Furnace at Sault Ste. Marie, Ont.

Electric Furnace a Commercial Success.

Immediately after the publication of the results of our experiments at Sault Ste. Marie, Sweden—which has abundance of excellent iron ore and numerous water powers, but like Ontario and Quebec lacks metallurgical fuel—was not slow to perceive the advantage which the introduction of electric smelting would prove in the development of its iron industry, hence, without hesitation, proceeded to take an active part in perfecting this method by the invention of a commercial furnace. In the report on the experiments at Sault Ste. Marie, definite suggestions were made as to the lines upon which a commercial furnace should be constructed: and these ideas were incorporated in a furnace designed by three young engineers of the Aktiebolaget Elektrometall of Ludvika, Sweden, who succeeded—after repeated trial constructions, and an expenditure of $102,000.00—in building a furnace, which has proved satisfactory. To anyone who has seen a blast furnace, the construction of this furnace will easily be comprehended. The general design is similar to that of a blast furnace, with the tuyers replaced by electrodes.

The fact that the output per electric horse power year with the Swedish furnace did not reach our best results at Sault Ste. Marie, is not due to faulty construction, but to want of the proper amount of energy available. The capacity of the furnace was at least 1,200 H.P., whereas only about half that amount was available.

Several very important facts have been demonstrated during the summer run with this Swedish furnace. It has been found that it was possible to make an iron containing only 2 per cent. of carbon. The essential difference between pig iron and steel is, that the former contains up to 4 per cent. of carbon, while any iron classes as steel contains from 0.6 per cent. to 2.3 per cent. of carbon. It will be seen, therefore, that the Swedes have succeeded in producing in the Domnarfvet furnace a high carbon steel direct from iron ore. It has, moreover, been demonstrated that in the electric furnace the process of producing iron of different compositions is under more exact control than in any other processes. Mr. Yngstrom, Vice-President of the Copparbergs

Aktiebolag of Falum—a distinguished ironmaster—in his report on the performance of the Swedish furnace after a three months' run, declares that, judging from the tests made at Domnarfvet, the production of iron from iron ore in electric furnaces is successfully accomplished, both technically and economically.

Progress of Electric Smelting in Europe.

Shortly after the publication of my report on the investigation of an electric shaft furnace at Domnarfvet, Sweden, last December, 1908, I was informed that a contract was let for the establishment of an electric smelting plant on a commercial scale at Tysse, Norway, consisting of two electric shaft furnaces of 2,500 H.P. capacity each; 2 steel furnaces of 600 H.P. capacity; and a rolling mill. This plant is to be increased by two additional shaft furnaces, and two steel furnaces.

Some two months ago, the Jernkontorets—an association of the ironmasters of Sweden—acquired the patents for the electric shaft furnace of the Domnarfvet type, and are erecting a 2,5000 H.P. furnace of similar design, with a probable output of 7,500 tons annually, at Trollhatten, Sweden, for the purpose of demonstrating to the iron ore owners and ironmasters, the class of iron which can be produced from the different Swedish ores, and at what cost.

Mr. Boholm, of Trondhjem, Norway, writes me, that he is desirous of erecting electric iron and steel works in Norway, and asks my Department to furnish him with an electro-metallurgist to take charge of the plant.

Canada has done all the pioneer work in connection with the process of electric smelting of iron ores, only, however, to benefit other countries, who have not been slow to perceive the advantages of this process. Italy, Hungary, Russia, Brazil, India, South Africa, Mexico, and California—conditioned similarly to Ontario and Quebec as regards the iron industry—are becoming increasingly interested in the subject of electric smelting, judging from the persistent applications made to my Branch for reports and information.

Advantage of Magnetometric Surveys.

Before leaving this subject, I would like to call your attention to a special method capable of wide application in the delimitation of magnetic ore bodies—which constitute our most abundant iron ore deposits. This method is described and explained in my report upon the location and examination of magnetic ore bodies by magnetometric measurements, published in 1904. By means of this system we are enabled to locate magnetic ore bodies buried out of sight by soil, and to determine their general extent and inclination to the horizon. This latter information is especially valuable, since it enables the mining engineers to accurately locate their bore holes for the purpose of proving the deposit. Under favorable circumstances, if the ore body consists of compact magnetite, and the surface is fairly level, it is also possible by this method to determine the extent of the ore body beneath the surface, and the depth to which it descends into the earth.

This method has been applied by members of my staff for the past seven years, and has been of great service in determining the extent and probable value of the magnetite deposits examined. In one instance a deposit which had been condemned as of no value, proved, on examination by the magnetometric method, to be of considerable extent. Bore holes were located by our engineer and it was found that the deposit on the most conservative estimate contained some eight million tons of ore.

The publication of our magnetometric survey maps has attracted the attention or iron ore experts in other countries; notably Mr. Leith of the United States Geological Survey, and Dr. Phillips of the Bureau of Mines of the University of Texas. Both these gentlemen have made application to the Department for the services of one of our experts to instruct members of their staff in the application of the magnetometric method. As this system becomes more generally known and practised, valuable magnetite deposits, which now lie hidden beneath the soil and forests, will be added to those already known, and thus tangibly increase the general stock of this all important metallic mineral.

When in the vicinity of magnetic ore deposits, the magnetic needle of surveyors' compasses is always disturbed, and its action becomes erratic. Such occurrences, whenever met with by the surveying staff of the Government, should be reported to the Department of Mines as locations where magnetometric surveys might be advantageously made.



Peat Making Machine at Government Experimental Station.

For some years the zinc ores mined in British Columbia found a ready market in the United States; the recently erected tariff of the United States has, however, virtually closed this market. If the ore mined is not to lie profitless on the dump, some method requires to be devised which will successfuly treat these ores and enable the mine owners to export the output of their mines as a finished product, either as spelter or zinc oxide. In the hope of accomplishing this much desired result, a zinc smeltery was erected in Alberta, but proved unsuccessful. This failure was not altogether due to the character of the ores treated, but was due to inherent defects in the plant introduced by the designer in an endeavor to improve upon the Belgian model. Prior to the erection of this plant, Mr. Snyder obtained a patent for an electric process and a furnace designed to treat these zinc ores. The first electric furnace was erected in Vancouver, but proved unsuccessful. The matter was not allowed to drop, however, for with commendable pertinacity a furnace of new design was erected in Nelson, B.C., and the experiments recommenced, but up to the present time without success.

Nickel Industry.

Whenever we speak of our mineral wealth, we grow eloquent in describing our vast nickel resources, and we may

well be proud of possessing the deposits of the Sudbury region. But really, of what particular and special benefit are these deposits to our country? We mine the ore, and smelt it into matte, and send it as such out of the country. If we want nickel or nickel steel, we have to import it. The employment of an inconsiderable number of men is all we get out of these splendid deposits. Not alone are they of little material benefit to the country as at present exploited, but the method practised is exceedingly wasteful. Anyone who has been in that region and examined the method of heap roasting employed must have been struck with the wastefulness of this method. Part of the oxides of copper and nickel of the ore are during roasting converted into sulphates, and when rain falls some of these valuable contents are leached out. I have seen large pools greenish-blue with dissolved sulphate of copper and nickel, which finds its way into the soil and is lost; while the valuable sulphur dioxide destroys all vegetation in the vicinity. In addition to these losses, the iron contained in the ore is slagged off and lost also.

A more rational process—saving all the contents—would be crushing and concentration of the iron and magnetic nickel contents by magnetic separation. The tailings would contain the copper, non-magnetic nickel compounds, and all the precious metals contained in the ore. Roast the iron concentrates; save the sulphur dioxide as sulphuric acid; smelt the roasted nickeliferous pyrrhotite into nickel pig in the electric furnace; treat the tailings after roasting by the electrolytic method as it is practised at present in dealing with the matte; convert the nickel pig into nickel steel in the electric furnace; dilute with pig iron—if necessary—to bring the nickel content down to the required percentage; and add nickel—if required—to raise it.

Experiments are now being conducted for the Mines Branch to determine how much of the nickel remains in the concentrates, and how much passes into the tailings.

The introduction of such a process, treating the tailings containing the copper, and part of the nickel, by the hydro-electric process in operation at Frederickton, Missouri, U.S.A., and patented by Mr. Hybinette, would be in the interests of economy. A refinery established in the Sudbury region on the plan outlined would enable Canada to export finished products, instead of the matte, as is now done.

Silver Cobalt Industry.

In the case of our cobalt-silver ores the miner receives little more than the value of the silver content. In treating this complex ore most of the cobalt is slagged off and lost. When visiting the smelters some years ago for the purpose of preparing a report to the Department of the Interior, one of the managers characterized the operations practised in the recovery of the silver from the cobalt-silver ores as "a very wasteful process," but had to be resorted to, since no other was known. The cobalt-silver ores certainly need investigation, with a view of discovering a more rational method of treatment than is at present practised.

The Fuel Question.

In the central provinces of Canada, the high price of imported coal on the one hand, and the depletion of our forests on the other, with the consequent rise in the value of wood, due to its increasing scarcity for constructional purposes, together with the possible suffering which would be entailed in the event of the supply of coal being diminished or even cut off by a coal strike, or some other cause, in the United States, makes the question of substituting imported coal by peat one of supreme importance.

The cost in Winnipeg of the poorest quality of wood (spruce and tamarack) is from $6.00 to $8.00 a cord; while coal is $10.50 per ton. In Ontario, Quebec, and New Brunswick wood and coal are somewhat cheaper, but still too dear for both domestic and economic manufacturing purposes. And considering the fact that we imported during the year 1908 coal to the value of $28,500,000; constituting an enormous and increasing drain on the wealth of the country, every effort should be made to retain a portion of this money at home, not only to give employment to our own people, but also to lessen our dependence upon outside sources. This much desired economy may be largely effected by the establishment of a peat industry, on a sound basis.

Peat Fuel Industry.

It has been estimated that the known peat bogs of Canada cover, approximately, an area of 36,000 square miles, which would produce about twenty-eight billion tons of air-dried peat. This would be equal in fuel value to about fourteen billion tons of coal.

The comparative fuel value of peat, coal and wood is: 1 ton of the best coal is equal to 1.8 tons of peat, or 2.5 tons of wood.

The attempts made so far in Canada to manufacture a commercial peat fuel have been failures, and very little peat fuel is at present available. The chief cause of most of these failures has been the ignorance of the nature of peat on the part of those who have engaged in the production of peat fuel. In several instances the bogs chosen for the work have been unsuitable for the purpose in view. A proper investigation of the bog previous to the commencement of operations was seldom made; consequently, methods entirely unsuitable for the utilization of the bog in question have been employed; and the result has been failure. These failures, involving as they did considerable loss of capital, have created a profound distrust of everything connected with peat and the utilization of peat bogs; with the result, that at the present time the peat industry in Canada is practically dead. With a view of assisting Canadian manufacturers of peat products, a member of my staff was commissioned to proceed to Europe to investigate and report upon the peat industry in those countries in which it is in successful operation. Armed with the practical knowledge thus gained, the peat problem in this country is being attacked by the Mines Branch: and a systematic investigation of the Canadian bogs has already been started, with a view of ascertaining the quantity and quality of peat contained in them.

Up to date, about 12 bogs have been examined, mapped, and reported upon. Any person desiring to start a peat plant can, upon application, have his bog investigated, and it is hoped that such failures as have been due to the choosing of bogs unsuitable for the purpose to which the product was to be applied, will, in future, be avoided.

Another object of this investigation is to protect the public, as far as possible, by preventing the expenditure of capital in the exploitation of worthless bogs.

It was conceived that the most practical manner in which to awaken public interest in the utilization of our peat resources would be the establishment of an experimental plant, where peat fuel can be manufactured on a commercial scale, and by methods which have already proved successful in European practice. At such a plant interested parties would have an opportunity of ascertaining for themselves the working of the bog, as well as the suitability of the peat fuel produced.

Government Peat Bog at Alfred, Ontario.

With this object in view, the Government has acquired a peat bog of 300 acres, located at Alfred, near Caledonia Springs, Ontario, having an average depth of eight feet,

Actual work was begun during last summer in surveying, leveling, and draining the bog. About five miles of ditches have been dug; a storage shed to hold 300 tons of air-dried peat; a blacksmith's shop; and an office have been built, and the necessary tracks and auxiliary machinery for supplying the Anrep peat machine installed. It is the intention to begin work in the manufacture of peat at the end of next April.

The recent improvement in gas producers and gas engines has opened up a new field for the use of peat and lignite. It is a well established fact that the most efficient steam plant utilizes only about 15 per cent. of the calorific value of the fuel; while a gas producer plant utilizes about 18 to 22 per cent. The saving in fuel effected by the gas producer has not, hitherto, been duly appreciated in Canada. A power plant located at the peat bog, and using producer gas derived from peat, can furnish electric energy, which may be transmitted to the market in the same way as electric energy generated by water power.

A Government fuel testing station has already been built in Ottawa by the Department of Mines, with the object of testing the efficiency of the various classes of fossil fuel, and to determine thir adaptability for the different uses to which fuel is applied.

Peat By-products: Moss Litter, and Peat Mull.

Further, peat fuel is not only a valuable asset as a substitute for coal, but those classes of peat which are practically useless for fuel, are extensively utilized by European farmers as moss litter. In fact, the manufacture of this litter, and its by-product "peat mull," has become a well established industry in Sweden, Germany, and Holland.

Peat mull—obtained as a by-product in the manufacture of moss litter—is an excellent material for packing fruit and plants for storage and shipping. Its antiseptic properties and great affinity for moisture render it invaluable as a preventive of decay in fruit. In Norway, some 200, and in Sweden between 300 and 400, small plants are in operation making this material; while in Germany and Holland—where there are a number of large plants—the manufacture of moss litter has become a flourishing industry. Most of the smaller plants are owned by groups of farmers, who work the bogs themselves.

Inasmuch as moss litter is—in many cases—a by-product in the making of peat fuel, its exploitation would materially reduce the cost of manufacturing peat fuel, if placed on the market commercially in conjunction with peat mull. Several shipments of moss litter from Holland have been made to the United States—at $16.00 per ton. The different Departments of Agriculture in European countries very strongly urge farmers to use moss litter. Seeing that Canada is fast becoming an important fruit exporting country, it is evident that the use of peat mull as a packing material would be a great economic advantage.

Before passing finally to the important question of coal mining, I would conclude my plea for the economical exploitation of our abundant peat fuel resources—the importance of which can not be overestimated—by warning my readers that the introduction of a fuel like peat is an undertaking that can not be accomplished in a year or two; but will require an aggressive educational campaign, in order to demonstrate the value of the products, as well as the manner of manufacture.

Coal Mining Methods.

In England and Germany every effort is made to prolong the life of the coal mines: by the adoption of mining methods, which insure a more complete extraction of the coal than do the methods practised in the United States and Canada. The system employed in England is known as the long wall method. By this method, practically the entire coal in a seam is extracted, leaving behind no pillars and barriers; only the coal of pillars and barriers in the air and passage ways is left behind, and sacrificed. The percentage of available coal left in these barriers and pillars is about 2.8 per cent.; the amount lost through faults and bad coal 3 per cent.; making a total of irrecoverable coal equal to, say, 6 per cent.

Although by the use of this method the actual cost of extraction per ton of coal is increased, the productive life of the mine is greatly prolonged.

The method employed in the United States is less expensive, and permits the extraction of the largest tonnage at the lowest possible cost, irrespective of the loss of life entailed, or the amount of coal left behind. This affirmation applies, also, to the methods of coal mining practised in Canada. By this system—the room and pillar method—only 50 per cent. of the original coal is extracted, leaving 50 per cent. to be taken out afterwards by the removal of pillars, which is a dangerous operation and entails great loss of coal, both in quality and quantity; amounting, at least, to 15 per cent and sometimes double this figure. If the companies operating the coal mines of North America were forced to pay compensation for loss of life and accidents—as under the English law—they would have incurred an expenditure of $7,656,000 during 1908.* If this amount of money had been expended in more economic and safe methods of mining, the number of lives lost would have been greatly decreased, and the available fuel supply greatly increased.

Safeguarding of Human Life.

But while the conservation of coal by more economic methods of mining is of great national importance, the conservation of human life is of still greater importance. The lamentable loss of life and the occurrence of accidents in our coal and metalliferous mines reflects seriously upon mining conditions in Canada.

In England the average loss of life per 1,000 men employed during the years 1903 to 1907 was:

Coal mines	1.29
Metalliferous mines	1.08

Contrast with this the average for 10 years, 1899-1908, per 1,000 men employed, in Canada:

British Columbia:	
Coal mines	9.21
Nova Scotia:	
Coal mines	2.67
British Columbia, 1908:	
Metalliferous mines	9.93
Ontario, 1907:	
Copper and nickel	2.19
Silver and iron	7.36

and in the Cobalt region—see Annual Report, 1909 Bureau of Mines, Toronto, pp. 14 and 73—the mortality was simply astounding the death rate per 1,000 men employed being 24.8; 60 per cent. of which was due to explosives.

*See report by Frederick L. Hoffman, Statistician of the Prudential Insurance Company of America, Newark, New Jersey.

In the Transvaal, where Kaffir labor is employed, the death rate per 1,000 men employed in 1906 was 5. This was deemed so alarming that a Royal Commission was appointed to investigate this matter at once.

Necessity of an Explosives Act.

If, therefore, stringent laws have been enacted for the protection of even the low type of labor employed in the South African mines, surely Canada should lose no time in giving the sanction to a code of laws and regulations that will effectively conserve and preserve the valuable lives of its citizens. Canada at the present time is without such laws, and in this respect stands unique; for in every other mining country laws relating to explosives have been enacted. Legislation on these lines would manifestly be in the direction of the highest economy.

Recapitulation and Conclusion.

Such, is a brief generalized view of some of the possible economies in the production of the mineral resources of Canada; in which I have set forth the economic advantages to be gained (1) by the adoption of the electric furnace in the smelting of our immense deposits of refractory iron ores; (2) by the introduction of more effective metallurgical processes for the treatment of zinc, nickel, and silver-cobalt ores; (3) by the utilization of peat and lignite as substitutes for coal fuel—especially in gas producers; (4) by the manufacture of peat by-products into moss litter and peat mull, in the interests of farmers and fruit growers; (5) by the adoption of the long wall system in coal mining in order to avoid unnecessary waste; and (6) finally, in the conservation and safeguarding of human life by the adoption of a stringent code of laws regulating the use of explosives.

When these possible economies have been translated into actual fact—doing away with wastefulness on the one hand, and conserving our national resources on the other; when we shall have succeeded in sending out to foreign markets, finished products instead of raw material as at present, then not only will the industrial progress of the country be accelerated, but Canada will have taken its place among the great commercial and industrial nations of the world.

Extract from Report of "Foreign Experts" to United States Government:—"Our investigations and recommendations relate primarily to questions of safety in mining, but in this connection we have been greatly impressed with another closely associated phase of the industry: viz., the *large* and *permanent loss of coal* in mining operations in many portions of the United States.

This is a *serious, permanent,* and *natural loss. It seems* to be a natural outcome of the ease with which coal has been mined in the United States, and the enormously rapid growth of the industry.

The active competition among the operators and the constant resulting effort to produce cheaper coal has often naturally led to the mining of only that part of the coal which could be brought to the surface most easily and cheaply, leaving underground, in such condition as to be *permanently lost,* a considerable percentage of the total possible product.

Certainly, much of this loss can be prevented through the introduction of more efficient mining methods, such as the *longwall* system, more or less modified, and the flushing method."

The Beaver Manufacturing Co., of Buffalo, N.Y., are considering the establishment of a Canadian branch in Ottawa. The company manufactures wood fibre goods.

WELFARE WORK IN ACTION.

A FINE system of welfare work is in operation at the works of the McClary Manufacturing Co., in London. When the 12 o'clock whistle blows between 200 and 300 men employed in the main concern, 70 young women employed in the enameling and other departments, and a large number of men who work at the company's foundry on Adelaide Street, make their way, not along the wet streets or homeward in a cold wind, but down to one of the three respective dining-rooms provided for them.

In a very large room, lighted from the York Street windows of the main factory are forms and tables capable of accommodating the men of this part of the plant. Here they bring their lunch, and during the noon hour are provided with tea, coffee or bovril, at the not very extravagant price of one cent per cup. This is wheeled out to them on a little carriage, from a little kitchen where all the equipment shines like a new pin. A couple of the young ladies from the enameling department preside over the "Ever-Ready Cafe," as it is called, and during an hour in the forenoon and another after lunch accomplish the work of preparing and clearing up.

Concerts at Noon.

Each shop taking its turn, a concert is sometimes given about 12.30. There is a good piano at the south end of the dining-hall. The men are also addressed at times by speakers on various subjects. At election time the municipal candidates took full advantage of the privilege accorded them. Out at the Adelaide Street foundry dining-room, once a week, during noon hour, an address is delivered by some clergyman or Y. M. C. A. worker. At the foundry there is a flourishing "Sunshine Club," which has commenced to put on some good concerts.

Each employee at the main factory who is in the habit of bringing lunch is provided with a place for his dinner-pail in a long rack in the dining-room, and the pails are then not supposed to be taken into any other part of the factory. Smoking is allowed here, and, of course, not elsewhere.

An interesting feature of the "welfare work" is the presence of a trained nurse—Miss Reynolds—a graduate of Victoria Hospital. She makes her permanent headquarters in a little office off the large dining-room on York Street, the furniture of which includes a little desk and cot, and it is estimated that she averages about two cases a day. The majority of these are, of course, merely slight cuts, or other injuries of a minor nature. A notice on the wall calls attention to the fact that in case of emergency her services may be secured for members of employees' families.

The offices of two other McClary institutions may be found here also, those of the savings bank department, for which the office staff upstairs do the clerical work, and of the "rural free delivery." The post office is used chiefly by young men boarding, who have not homes of their own. A wardrobe and lavatory are also conveniently situated here. A little gong sounds just five minutes before the one o'clock bell rings.

The majority of the employees belong to a sick benefit society in connection with the works, paying in a small amount per week.

THE KNIGHT MOTOR.

A lecture on the Knight Motor was given in the Convocation Hall, University of Toronto, on January 25th. Over fifteen hundred were present to hear the inventor of the new motor describe the motor which has sprung into such prominence of late. The lecture proved of immense interest to the large audience

ARTICLES AFFECTED BY FRENCH TREATY

List of Articles Which May be Imported or Exported to France Under the New Reduced Rates of Duty, With the Present Tariff Rate in Force.

FRENCH TREATY.

The French Treaty of 1907 was ratified in Paris on first February, 1910, and is now in force. Article 8 of the Treaty reads as follows:

To enjoy the benefits of the aforementioned tariff advantages, products originating in France, Algeria, the French Colonies and Possessions, and the territories of the Protectorate of Indo-China, shall be conveyed without transhipment from a port of those territories or from a port of a territory enjoying the preferential tariff or intermediate tariff into a sea or river port of Canada.

To enjoy the benefits of the aforementioned tariff advantages, Canadian products shall be conveyed without transhipment from a Canadian port or from a port of a country enjoying the French minimum tariff to a port in France, Algeria, the French Colonies, and Possessions, and the territories of the Protectorate of Indo-China.

Provided however that nothing in this Article shall exempt the products of either country from any surtaxe d'entrepot that is now, or hereafter may be, imposed on products imported indirectly.

Countries Entitled to Treaty Rates.

In the January issue of "Industrial Canada" the certificate of origin which must appear on invoices covering goods for entry at the treaty rates was printed. Under the provisions of sections 5 and 6 of the French Convention Act, 1908, the natural and manufactured products of the following countries are entitled to entry for duty in Canada upon the terms and conditions granted in respect of the like natural and manufactured products of France, Algeria, the French Colonies, and possessions, and the territories of the Protectorate of Indo-China:

The United Kingdom,

All British Colonies and British Possessions; and also the following Countries accorded most favored nation treatment in tariff matters by Canada:—

Argentine Republic,	Norway,
Austria-Hungary,	Russia,
Bolivia,	Spain,
Columbia,	Sweden,
Denmark,	Switzerland,
Japan,	Venezuela.

SAMPLES.

5. Dutiable goods serving as patterns or samples from any British country or from any country entitled in Canada to the advantages of the Franco-Canadian Convention of 1907, shall be subject to refund of duty on exportation from Canada; Provided the goods be—

(a) Bona fide samples or patterns;

(b) Marked by a Customs officer at the time of entry;

(c) Identified by a Customs officer on exportation; and

(d) Be exported within twelve months from the time of entry.

The following are the French products enjoying the benefits of the Intermediate Tariff rates on importation into Canada.

Note.—The French Treaty will not apply to goods covered by any item in the Canadian Tariff which is not herein specified.

PRODUCTS.

8.—Canned meats, canned poultry and game; extracts of meats and fluid beef not medicated, and soups of all kinds ..... 25 p.c.

17.—Cheese ..... per pound, 3 cents.

23.—Preparations of cocoa or chocolate, n.o.p. .... 32½ p.c.

67.—Macaroni and vermicelli, ... per hundred pounds, $1.00.

72.—Garden, field and other seeds for agricultural and other purposes, n.o.p., sunflower, canary, hemp and millet seed, when in packages, weighing over one pound each ..... 10 p.c.

78.—Florist stock, viz.—palms, ferns, rubber plants (Ficus), gladiolus, cannas, dahlias and paeonies ..... 22½ p.c.

81.—Trees, viz.—apple, cherry, peach, pear, plum and quince, of all kinds, and small peach trees known as June buds ..... each, 2½ cents.

82.—Grape vines; gooseberry, raspberry, currant and rose bushes; fruit plants, n.o.p.; trees, plants and shrubs, commonly known as nursery stock, n.o.p. .... 17½ p.c.

Ex 86.—Tomatoes, and cooked corn in cans, or other air-tight packages, n.o.p., the weight of the packages or cans to be included ..... per pound, 1¼ cents.

88.—Pickles, sauces and catsups ..... 32½ p.c.

94.—Dates and figs, dried .... per hundred pounds, 55 cents.

99.—Prunes and dried plums, unpitted; raisins and dried currants, ... per pound, 2-3 cents.

105.—Fruits in air-tight cans or other air-tight packages, n.o.p., the weight of the cans or other packages to be included in the weight for duty.... per pound, 2 cents.

109.—Almonds, walnuts, Brazil nuts, pecans and shelled peanuts, n.o.p. ..... per pound, 2 cents.

112.—Nuts of all kinds, n.o.p. ..... per pound, 2 cents.

114.—Nuts, shelled, n.o.p. ..... per pound, 3 1-3 cents.

Ex 120.—Anchovies, sardines, sprats, and other fish, packed in oil or otherwise, in tin boxes, the weight of the tin box to be included in the weight for duty—

(a) When weighing over twenty ounces and not over thirty-six ounces each ..... per box, 5 cents.

(b) When weighing over twelve ounces and not over twenty ounces each ..... per box, 4 cents.

(d) When weighing eight ounces each, or less ..... per box, 2 cents.

121.—Fish preserved in oil, n.o.p. ..... 30 p.c.

141.—Sugar candy and confectionery of all kinds, including sweetened gums, candied peel, candied popcorn, candied fruits, candied nuts, flavouring powders, custard powders, jelly powders, sweetmeats, sweetened breads, cakes, pies, puddings, and all other confections containing sugar ..... 32½ p.c.

152.—Lime juice and other fruit syrups and fruit juices, n.o.p. ..... 17½ p.c.

156.—**Ethyl alcohol, or the substance commonly known as alcohol, hydrated oxide of ethyl or spirits of wine, n.o.p.; gin of all kinds, n.o.p.; rum, whiskey and all spirituous or alcoholic liquors, n.o.p.; amyl alcohol or fusil oil, or any substance known as potato spirit or potato oil; methyl alcohol, wood alcohol, wood naphtha, pyroxilic spirit, or any substance known as wood spirits or methylated spirits, absinthe, arrack or palm spirit, brandy, including artificial brandy and imitations of brandy, n.o.p.; cordials and liqueurs of all kinds, n.o.p.; mescal, pulque, rum shrub, schiedam and other schnapps; tafia, angostura and similar alcoholic bitters or beverages; and wines, n.o.p., containing more than forty per cent. of proof spirit,** per gallon of the strength of proof $2.40

159.—**Spirits and strong waters of any kind, mixed with any ingredient or ingredients, as being known or designated as anodynes, elixirs, essences, extracts, lotions, tinctures or medicines, or ethereal and spirituous fruit essences, n.o.p.** ..... per gallon, $2.40 and 30 p.c.

160.—**Alcoholic perfumes and perfumed spirits, bay rum, cologne and lavender waters, hair, tooth and skin washes, and other toilet preparations containing spirits of any kinds—**

(a) When in bottles or flasks containing not more than four ounces each ..... 50 p.c.

(b) When in bottles, flasks, or other packages, containing more than four ounces each ..... per gallon, $2.40 and 40 p.c.

162.—**Medicinal or medicated wines, including vermouth and ginger wine, containing no more than forty per cent. of proof spirits** ..... 50 p.c.

180.—Photographs, chromos, chromotypes, artotypes, oleographs, paintings, drawings, pictures, decalcomania transfers of all kinds, engravings or prints or proofs therefrom, and similar works of art, n.o.p.; blue prints, building plans, maps and charts, n.o.p. ..... 22½ p.c.

213.—Acid, acetic and pyroligneous, n.o.p., and vinegar—

Per gallon of any strength not exceeding the strength of proof ..... 12½ cents.

And in addition thereto, for each degree of strength in excess of the strength of proof ..... 1¾ cents.

220.—**All medicinal, chemical and pharmaceutical preparations, compounded of more than one substance, including patent and proprietary preparations, tinctures, pills, powders, troches, lozenges, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters, essences and oils, n.o.p.—**

(a) **When dry** ..... 25 p.c.

(ex b) **Others containing alcohol** ..... 50 p.c.

Provided that drugs, pill mass and preparations, not including pills or medicinal plasters, recognized by the British or the United States pharmacopoeia, or the French Codex as officinal, shall not be held to be covered by this item.

Provided, also, that any article in this item containing more than forty per cent. of proof spirit shall be rated for duty at ..... per gallon, $2.40 and 30 p.c.

228.—Soap powders, powdered soap, mineral soap, and soap, n.o.p. ..... 32½ p.c.

230.—Castile soap ..... per pound, 1 cent.

232.—Glue, liquid, powdered, or sheet, and mucilage, gelatine, casein, adhesive paste and isinglass ..... 25 p.c.

233.—Pomades, French or flower odours, preserved in fat or oil, for the purpose of conserving the odours of flowers which do not bear the heat of distillation, when imported in tins of not less than ten pounds each ..... 12½ p.c.

234.—Perfumery, including toilet preparations, non-alcoholic, viz.—hair oils, tooth and other powders and washes, pomatums, pastes and all other perfumed preparations, n.o.p., used for the hair, mouth or skin ..... 32½ p.c.

236.—Antiseptic surgical dressing, such as absorbent cotton, cotton wool, lint, lambs' wool, tow, jute, gauzes and oakum, prepared for use as surgical dressings, plain or medicated; surgical trusses, pessaries and suspensory bandages of all kinds ..... 17½ p.c.

237.—Celluloid, moulded into sizes for handles of knives and forks, not bored nor otherwise manufactured; moulded celluloid balls and cylinders, coated with tin foil or not, but not finished or further manufactured; and celluloid lamp shade blanks and comb blanks.. 7½ p.c.

256.—Printing ink ..... 17½ p.c.

257.—Writing ink ..... 22½ p.c.

264.—Essential oils, n.o.p. ..... 7½ p.c.

287.—Tableware of china, porcelain, white granite or ironstone ..... 27½ p.c.

290.—Cement, Portland, and hydraulic or water lime in barrels, bags, or casks, the weight of the package to be included in the weight for duty, per one hundred pounds. ..... 11 cents.

316.—Electric light carbons and points, of all kinds, n.o.p. ..... 32½ p.c.

318.—Common and colourless window glass..... 12½ p.c.

320.—**Plate glass, not beveled, in sheets or panes not exceeding seven square feet each, n.o.p.** ..... 10 p.c.

321.—Plate glass, not beveled, in sheets or panes exceeding seven square feet each, and not exceeding twenty-five square feet each, n.o.p. ..... 25 p.c.

323.—Silver glass, bevelled or not and framed or not. 30 p.c.

326a.—Articles of glass, not plate or sheet, designed to be cut or mounted; and manufacturers of glass, n.o.p. 20 p.c.

339.—Manufactures of lead, n.o.p. ..... 27½ p.c.

352.—Brass and copper nails, tacks, rivets and burrs or washers; bells and gongs, n.o.p.; and manufactures of brass or copper, n.o.p. ..... 27½ p.c.

354.—Manufactures of aluminum, n.o.p..... 22½ p.c.

361.—Gold, silver and aluminum leaf; Dutch or schlag metal leaf; brocade and bronze powders ..... 25 p.c.

362.—Articles consisting wholly or in part of sterling or other silverware, nickelplated ware, gilt or electroplated ware, n.o.p.; manufactures of gold and silver, n.o.p. ..... 30 p.c.

366.—Watch actions and movements, and parts thereof, finished or unfinished, including winding bars and sleeves ..... 12½ p.c.

368.—Clocks, watches, time recorders, clock and watch keys, clock cases, and clock movements ..... 27½ p.c.

418.—Wire cloth, or woven wire of brass or copper .. 22½ p.c.

419.—Needles, of any material or kind, and pins manufactured from wire of any metal, n.o.p. ..... 27½ p.c.

420.—Buckles and clasps of iron, steel, brass or copper, of all kinds, n.o.p. (not being jewelry)..... 27½ p.c.

426.—Knives and forks and all other cutlery, of steel, plated, or not, n.o.p..... 27½ p.c.

438.—Locomotives and motor cars, for railways and tramways; and automobiles and motor vehicles of all kinds ..... 30 p.c.

Ex 453.—Telephone and telegraph instruments, electric and galvanic batteries, electric motors, dynamos, generators, sockets, insulators of all kinds; electric apparatus, n.o.p.; and iron and steel castings, and iron or steel integral parts of all machinery above specified 25 p.c.

454.—Manufactures, articles or wares of iron or steel or of which iron and steel (or either) are the component materials of chief value, n.o.p..... 27½ p.c.

506.—Manufactures of wood, n.o.p. ..... 22½ p.c.

512.—Picture frames and photograph frames, of any material ..... 27½ p.c.

519.—House, office, cabinet or store furniture of wood, iron, or other material, in parts or finished; wire screens, wire doors and wire windows; cash registers; window cornices and cornice poles of all kinds; hair, spring and other mattresses; curtain stretchers, furniture springs and carpet sweepers ..... 27½ p.c.

526.—White and cream coloured lace and embroideries, of cotton or linen ..... 17½ p.c.

536.—Cotton or Linen thread, n.o.p.; crochet and knitting cotton ..... 22½ p.c.

563.—Women's and children's dress goods, coat linings, Italian cloths, alpacas, Orleans, cashmeres, henriettas, serges, buntings, nun's cloth, bengalines, whip cords, twills, plains or jacquards of similar fabrics, composed wholly or in part of wool, worsted, the hair of the camel, alpaca, goat, or like animal, not exceeding in weight six ounces to the sq. yard, when imported in the gray or unfinished state for the purpose of being dyed or finished in Canada, under regulations prescribed by the Minister of Customs..... 22½ p.c.

567.—**Fabrics, manufactures, wearing apparel and ready made clothing, composed wholly or in part of wool, worsted, the hair of the goat, or other like animal, n.o.p.; cloths, doeskins, cassimeres, tweeds, coatings, overcoatings and felt cloth, n.o.p.**..... 35 p.c.

570.—Mats, door or carriage, other than metal, n.o.p. 30 p.c.

571.—Carpetings, rugs, mats and matting of cocoa, straw, hemp or jute; carpet linings and stair pads.. 22½ p.c.

573a.—Church vestments of any material..... 17½ p.c.

574.—White cotton bobinet, plain, in the web ..... 22½ p.c.

Ex. 575.—Braids, n.o.p.; fringes, n.o.p.; cords; elastic; tassels; Handkerchiefs of all kinds; shams and curtains, when made up, trimmed or untrimmed; corsets of all kinds; linen or cotton clothing, n.o.p..... 32½ p.c.

580.—Black mourning crepes ..... 17½ p.c.

Ex. 581.—Velvets other than of pure silk, velveteens, and plush fabrics ..... 27½ p.c.

597.—Pianofortes, organs and musical instruments of all kinds, n.o.p.; phonographs, graphaphones, gramaphones and finished parts thereof, including cylinders and records therefor; and mechanical piano and organ players ..... 27½ p.c.

598.—Brass band instruments; parts of pianofortes and parts of organs; and bagpipes..... 22½ p.c.

603.—**Fur skins, wholly or partially dressed, n.o.p**.... 15 p.c.

604.—Dongola, Cordovan, calf, sheep, lamb, kid or goat, kangaroo, alligator, and all leather, dressed, waxed, glazed or further finished than tanned, n.o.p.; harness leather, and chamois skin..... 15 p.c.

611a.—Boots, shoes, slippers and insoles of any material, n.o.p. ..... 27½ p.c.

618.—Rubber cement and all manufactures of India-rubber and gutta-percha, n.o.p..... 25 p.c.

622.—Trunks, valises, hat boxes, carpet bags, tool bags, and baskets of all kinds, n.o.p..... 27½ p.c.

623.—Musical instrument cases and fancy cases or boxes of all kinds, portfolios and fancy writing desks, satchels, reticules, card cases, purses, pocket books, flybooks and parts thereof..... 30 p.c.

624.—Bead ornaments, and ornaments of alabaster, spar, amber, terra cotta or composition; fans, dolls and toys of all kinds; statues and statuettes of any material. ..... 27½ p.c.

627.—Gloves and mitts, of all kinds..... 30 p.c.

628.—Braces or suspenders, and finished parts thereof 30 p.c.

630.—Boot, shoe, shirt and stay laces of any material. 27½ p.c.

633.—Feathers, in their natural state..... 12½ p.c.

634.—Feathers and manufactures of feathers, n.o.p.; artificial feathers, fruits, grains, leaves and flowers suitable for ornamenting hats ..... 27½ p.c.

637.—Corset clasps, busks, blanks and steels, and covered corset wires, cut to lengths, tipped or untipped; reed, rattan and horn, covered..... 30 p.c.

647.—Jewelry of any material, for the adornment of the person, n.o.p. ..... 30 p.c.

648.—**Precious stones, and imitations thereof, not mounted or set; and pearls and imitations thereof, pierced, split, strung or not, but not set or mounted**..... 10 p.c.

651.—Buttons of all kinds covered or not, n.o.p., including recognition buttons, and cuff or collar buttons.. 30 p.c.

652.—Combs for dress and toilet, including mane combs, of all kinds ..... 32½ p.c.

653.—Brushes of all kinds ..... 25 p.c.

655.—Lead pencils, pens, penholders and rulers of all kinds ..... 25 p.c.

656.—Tobacco pipes of all kinds, pipe mounts, cigar and cigarette cases, cigar and cigarette holders, and cases for the same, smokers' sets and cases therefor, and tobacco pouches. ..... 32½ p.c.

657.—Magic lanterns and slides therefor, philosophical, photographic, mathematical and optical instruments, n.o.p., cyclometers and pedometers, and tape lines of any material ..... 22½ p.c.

710.—**Coverings, inside and outside, used in covering or holding goods imported therewith**..... 20 p.c.

711.—All goods not enumerated in this schedule (*) as subject to any other rate of duty, and not otherwise declared free of duty, and not being goods the importation whereof is by law prohibited (†) ..... 17½ p.c.

(*) The words "this schedule" refer to the Canadian customs tariff now in force.

(†) Are included under this number more especially, mineral waters in bottles, drugs, and preparations recognized as officinal by the French Codex.

Note 1.—Articles in **black** are those on which duties are identical in the general and intermediate tariff.

Note 2.—Abbreviation; n.o.p. means "not otherwise provided for" elsewhere in the Canadian tariff.

Note 3.—The numbers of the tariff items have reference to the present Canadian tariff.

Note 4.—The term "Ex" in the case of the number of an item means a part of the item to which the number refers.

SPECIAL TARIFF.

The following French products enjoy the benefit of a special tariff on importation into Canada:—

Ex 86.—Vegetables, tomatoes excepted, including baked beans, in cans, or other air-tight packages, n.o.p., the weight of the cans or other packages, to be included in the weight for duty, per pound..... 1 cent.

Ex120.—Anchovies, sardines, sprats, and other fish, packed in oil or otherwise, in tin boxes, the weight of the tin box to be included in the weight for duty:
(c) When weighing over eight ounces, and not over twelve ounces each .....per box 2 cents.

Ex 163.—Wines of the fresh grape of all kinds not sparkling, imported in barrels or in bottles:
(a) containing 20 p.c. or less proof spirit, * per gal. 15c.
(b) containing more than 20 p.c.* and not more than 23 p.c. proof spirit† ..... per gallon, 20 cents.
(c) containing more than 23 p.c. and not more than 26 p.c. of proof spirit.....per gallon. 25 cents.
For each degree in excess of 26 p.c. of proof spirit until the strength reaches 40 p.c. of proof spirit ..... 3 cents.
Provided that six quarts (3) bottles, or twelve pint (4) bottles, shall be held to contain a gallon for duty purposes under this item.

Ex 165.—Champagne and all other sparkling wines in bottles containing:
(a) not more than a quart, but more than a pint (old wine measure).....per dozen bottles. $3.30
(b) not more than a pint, but more than one-half pint (old wine measure) ..... per dozen bottles, $1.65
(c) one-half pint, or less....per dozen bottles, 82 cents.
(d) over one quart (old wine measure) per gal. $1.50
Ex 169.—Books, viz.: Novels or works of fiction, or literature of a similar character, unbound or paper bound or in sheets, in the French language, but not to include Christmas Annuals, or publications commonly known as juvenile and toy books..... 15 p.c.
Ex 171.—Books, printed, periodicals and pamphlets, or parts thereof, in the French language, n.o.p.; not to include blank account books, copy books, or books to be written or drawn upon ..... 5 p.c.
Ex 220.—All medicinal, chemical and pharmaceutical preparations, compounded of more than one substance, including patent and proprietary preparations, tinctures, pills, powders, trocnes, lozenges, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops waters, essences, and oils, n.o.p.
Ex (b) All other than dry, and not containing alcohol ..... 25 p.c.
Provided that drugs, pill mass and preparations, not including pills or medicinal plasters, recognized by the British or United States Pharmacopoeia, or the French Codex as officinal, shall not be held to be covered by this item.
262.—Olive oil, n.o.p..... 15 p.c.
Ex 575.—Embroideries, n.o.p.; lace, n.o.p.; collars or collarettes in lace and all manufactures of lace; nettings of cotton, linen, silk, or other material, n.o.p..... 27½ p.c.
Ex 581.—Velvets of pure silk and silk fabrics..... 20 p.c.
582.—Ribbons of all kinds, and materials..... 25 p.c.
583.—Manufactures of silk or of which silk is the component part of chief value, n.o.p. ..... 32½ p.c.

* Or 11° 6 by centesimal alcoholometer.
† Or 13° 3 by centesimal alcoholometer.
3 Equal to .946 of a litre.
4 Equal to .473 of a litre.

Note 1.—The term "Ex" in the case of the number of an item means a part of the item to which the number refers.

Note 2.—The numbers of the tariff items have reference to the present Canadian tariff.

PRODUCTION OF NEW CERTIFICATE POSTPONED IN CERTAIN CASES.

The Department of Customs has issued the following instructions to Collectors of Customs:

> "Warehoused goods specified in the said Treaty may be ex-warehoused at the rates therein provided, on and after 1st February, 1910, upon proof by declaration of the importer to the satisfaction of the Collector that the goods are, by reason of their origin, entitled to entry under the said Treaty or Convention."

Instructions have also been issued to the effect that goods which were imported but not entered can be entered during the month of February, 1910, upon a similar declaration being made.

The following Canadian products enjoy the benefit of the Minimum Tariff of France on importation into France, Algeria, French colonies and possessions and Indo-China:

1.—Horses.
4.—Oxen.
5.—Cows.
6.—Bulls.
7.—Steers, bullocks and heifers.
To the exclusion of animals in fat condition for butchering.
Ex 14 **bis.—Poultry.**
16.—Fresh meat—
mutton;
pork;
beef and other.
17.—Meats, salted—
pork (ham, bacon, etc.);
beef and other.
17 **bis.**—Pork-butchers' produce.
Ex. 18.—**Poultry, dead.**
19.—Meat, preserved in tins.
20.—Extracts of meat, in cakes or otherwise.
30.—Animal fat, other than fish oils—
tallow;
lard;
other.
Ex 34.—Eggs of poultry or game.
35 **bis.**—Milk, condensed pure.
35 **ter.**—(a) Milk condensed with addition of sugar.
(b) Milky farina, with an addition of sugar.
36.—Cheese.
Ex 37.—Butter, salted.
38.—Honey.
41.—Bone black (animal black).
45.—Fish, fresh; fresh water—
of the salmonoid family;
other.
fresh sea fish.
46.—Fish, dried, salted or smoked—
cod (including klippfish);
stockfish;
herrings;
other.
47.—Fish preserved "au naturel," pickled or otherwise prepared.
49.—Lobsters—
fresh;
preserved "au naturel" or prepared.
51.—Fish oils.
52.—Spermaceti.
53.—Roe of cod and of mackerel.
68.—**Wheat, spelt, and meslin—**
Grain;
flour.
69.—**Oats—**
grain;
meal.
70.—**Barley—**
grain;
meal.
71.—**Rye—**
grain;
meal.
72.—**Maize—**
grain;
meal.
73.—**Buckwheat—**
grain;
meal.
74.—**Malt.**
76.—**Groats—grits (coarse flour), pearled or cleaned grain.**
76 **bis.—Millet, hulled or cleaned.**
80.—**Pulse—**
beans, decorticated or broken, whole, in clusters or pods;
bean meal;
chick peas (pois pointus).
Other—
in the grain;
decorticated;
in flour.
83.—Potatoes.
Ex 84.—Table fruits, fresh—
apples and pears—
for table use;
for cider and perry;
peaches.
Ex 85.—Table fruits, dried or drained—
apples and pears—
for table use;
for cider and perry;
peaches.
86.—Table fruits, candied or preserved.
89.—**Seed grain (including the jarosse, a kind of pea).**
89 **ter.**—Luzern, and clover seed.
93.—Syrups, bonbons, and candied fruits.
95.—Preserves—
manufactured with sugar or honey;
without sugar or honey.
115 **bis.**—Tar.
128.—Woods common—
logs round, rough, not squared, with or without the bark, of any length, and of a circumference at the thickest end of more than 60 centimetres;
wood, sawn, or squared, 80 millimetres in thickness and above;
wood, squared or sawn, less than 80 millimetres, and exceeding 35 millimetres;
wood sawn, 35 millimetres in thickness or less.
129.—Paving blocks sawn.
130.—Stove wood.
131.—Splints.
132.Hoopwood and prepared poles.
133.—Perches, poles, and staffs, rough, exceeding 1 metre 10 centimetres in length, and of a maximum circumference of 60 centimetres at the thickest end.
135 **bis.**—Resinous woods in logs, with or without the bark, of any diameter, of a maximum length of 1 meter 10 centimetres.
136.—Charcoal and charred bran.
136 **bis.**—Straw, or wool of wood (paille or laine de bois).
158.—Vegetables—
fresh;
salted or pickled;
preserved or dried.
164.—Fodder.*
165.—**Bran from any kind of cereal.**
168.—Cellulose pulp (wood pulp), mechanical or chemical.
174.—Spirits.
174 **quater.**—Mineral waters (receptacles included).
178 **ter.**—Emery on paper or tissues, grindstones and whetstones of emery, or emery in any other form.
185.—Cement—
slow;
quick.
190.—**Coal—**
coal or coke;
cinders of.
205.—Cast iron—
foundry iron, and forge-pig, containing less than 25 per cent. of manganese;
ferro-manganese, containing more than 25 per cent. of manganese; ferro-silicon, containing more than 5 per cent of silicon; rich silico-spiegal iron containing at least 30 per cent. of silicon and manganese; chromic-iron containing 10 per cent. or more of chromium; ferro-aluminum, containing 10 per cent. or less of aluminum;
ferro-aluminum, containing more than 10 per cent. and less than 20 per cent. of aluminum.
206.—Wrought iron crude, in blooms, prisms or bars.

*Hay is included in this item.

207.—Iron, drawn in bars, angle and T iron, axles and tyres, in the rough.
210.—Sheet and plate iron—
rolled or hammered flat, more than 1 millimetre in thickness;
thin, and black iron plates, flat, more than 6-10 of a millimetre and up to 1 millimetre in thickness;
thin and black iron plates, flat, of 6-10 of a millimetre or less in thickness.
212.—Iron or steel wire, whether tinned, coppered, zincked, galvanized or not.
212 **ter.**—Rails of iron or steel.
213.—Steel in bars.
214.—Axles and tyres rough, in steel.
216.—Steel—
in sheets or bands, brown, hot rolled;
in sheets or bands, white, cold rolled.
221.—Copper—
ore;
pure, or alloyed, with zinc or tin—
of first fusion, in lumps, bars, pigs or slabs;
rolled or hammered in bars or plates;
in wire of all sizes, polished or not, other than gilt or silvered.
aluminum bronze, crude not containing more than 20 p.c. of aluminum;
gilt, or silvered, in lumps or ingots hammered, drawn rolled, or spun on thread or on silk;
filings and fragments of old manufactures.
222.—Lead—
ores, mattes, and slag of all kinds;
in crude lumps, pigs, bars, or slabs—
argentiferous;
not argentiferous.
alloyed with antimony in lumps;
hammered or rolled;
filings and fragments of old manufactures.
225.—Nickel—
ore;
produce of first fusion (cast, matte, speiss);
refined, in ingots or crude lumps;
pure, hammered, rolled, or drawn;
alloyed with copper, with or without zinc; in ingots, or crude lumps;
alloyed with copper, with or without zinc, hammered, rolled or drawn.
227.—Antimony.
238 **bis.**—Extract of chestnut-wood, and other tannic vegetables sap, liquid or solid.
282.—**Chemical products not mentioned(*).**
315.—Compound medicines—distilled waters.
316.—Compound medicines not specified.
318.—Starch.
324.—Isinglass, glue manufactured from tendons of whales, and other similar glues.
361.—Incandescent electric lamps.
10 per cent or less of aluminum;

(*) Calcium carbide is included under this number.

Ex 363.—Yarns of hemp not glazed, pure and raw in skeins up to 5,000 metres of single thread to the kilogramme, for the manufacture of fishing lines and nets, and of cordage.
Ex 363 **bis.**—Yarns of hemp not glazed, twisted, unbleached in skeins up to 5,000 metres single thread to the kilogramme for the manufacture of fishing lines and nets, and of cordage.
Ex 366. **bis.**—Yarns of phormium tenax, abaca, and other vegetables fibres not mentioned, not glazed, pure or mixed; the phormium, abaca, etc., predominating in weight, for self-binding harvesters.
461.—Paper or card.
462.—Card board, rough in sheets, weighing at least 350 grammes per square metre.
462 **bis**—Moulded card board, called papier mache.
463.—Card board cut, or shaped for boxes.
464.—Card board boxes covered or not with white or coloured paper.
464 **bis**—Cylindrical and conical tubes called "busettes" for spinning and weaving.
464 **ter**—Card board goods ornamented with paintings, reliefs, stuffs, wood, plaited straw, and common metals.
Ex 476.—Skins and hides prepared, simply tanned, tawed, or smoothed, not including goat, kid, sheep and lambskins.
478.—Soles, cut out, of beaten and smoothed leather, and heels.
479.—Uppers of top boots, boots, shoes, vamps, galoches (cambered or not) and upper heels of calf, cow, horse, goat, or kid leather and skins.
480.—Top boots.
481.—Boots for men and women.
482.—Shoes.
484.—Gloves.
488.—Transmission belts, etc., of leather, hose of leather, and other articles of leather or skins for machinery.
490.—Trunks of wood or pasteboard, covered with leather.
493.—Peltries—
prepared, or in sewn pieces;
sea lions, and sea otters, seals and bluebacks; grey squirrels and pouches of grey squirrels; hamsters and white rabbits; astrakhan clouded and curled, in skins and "touloupes"; white hares and pouches of white hares; goats, in skins and covers; sheep and mouflons of the Caucaus, in skins and covers. not specially mentioned.
494.—Peltries made up into articles.
512.—Locomotives, and traction engines.
513.—Tenders for locomotives.
522.—Agricultural machinery (motors not included).
523.—Sewing machines.
524.—Dynamos.
Ex 525.—Typesetting machines known as linotypes.
Ex 525 **bis**—General machinery, transmission gearing, balances, scales, presses, lifting apparatus, apparatus not mentioned driven by mechanical power.
Ex 526 **quater**—Gas buoys in iron or steel plate of over one millimetre in thickness, not galvanized or tinned.
534.—Springs of wrought steel, for carriages, railway carriages, and locomotives, not polished.
536.—Dynamo-conductors.
536 **bis**—Arc lamps known as regulators.
537.—Tools—With or without handles.
541.—Wire gauze, of iron or steel.
542.—Wire gauze, of copper or brass—
ordinary;
for paper machines.
552.—Railway chairs, plates or other castings from the open mould.
554.—Iron castings for machinery or for ornament.
557.—Rough articles of malleable cast iron, of wrought iron and of cast steel.
558 **ter**—Iron work for carriages, and especially such as enters into the construction of railway rolling stock.
565.—Wire nails of iron, or steel, machine made, whether tinned, coppered, zincked or coaltarred or not.
567.—Tubes of iron or steel, not welded;
tubes of iron or steel, welded;
jointings of all kinds;
tubes of iron or steel, stamped or without welding.
576.—Lead pipes, and all other manufactures of lead.
576 **bis**—Electric accumulators.
579.—Articles of nickel, alloyed with copper or zinc (German Silver) or of nickeled metals.
590.—Furniture of bent wood, fitted or not.
591.—Furniture, other than of bent wood.
chairs—
neither carved, inlaid, ornamented with copper, gilt, nor lacquered;
of common wood;
of cabinet makers' wood;
carved, inlaid, ornamented with copper, gilt or lacquered, of any kind of wood.
592.—Furniture, other than of bent wood, other than chairs, veneered with any kind of wood.
592 **bis**—Furniture, other than of bent wood, other than chairs, massive—
of common wood;
of cabinet makers' wood.
593.—Furniture, upholstered in any manner.
597.—Builders' and cartwrights' wood, shaped—
hard wood;
soft wood;
600.—Wood, planed, grooved and (or) tongued, planks, strips or veneers for parquetry, planed, grooved, and (or) tongued.
of oak or other hard wood;
of fir or other soft wood.
601.—Doors, windows, wainscoting and other carpenters' work, fitted together or not—
of hard wood;
of soft wood.
602.—Small wooden wares—
boxes of white wood, wood shaped for brushes, and small handles for tools, less than 10 centimetres in length;
Bobbins for spinning and weaving, tubes, skewers, biots, spindles, busettes—
not exceeding 10 centimetres in length;
exceeding 10 centimetres in length.
small reels of common wood for sewing thread, neither varnished nor stained.
other articles—
not varnished;
varnished.
602 **bis**—Wood turners' wares.
602 **ter**—Wood turners' wares varnished.
603.—Wood squared for shuttles less than 500 grammes in weight.
603 **bis**—Shuttles for all kind of weaving, finished or not.
603 **quater**—Other articles of wood.
Ex 604.—Pianos.
Organs, harmoniums, instruments with free metallic reeds, with one or several stops.
Church organs, complete, and detached parts thereof.
Accessories, and detached parts of musical instruments above mentioned (Ex 604).
Carriages (not for rail uses)—
carriages properly so called;
carts for trade, agricultural purposes, and transport;
tramway cars;
bodies, or parts of bodies for tramway cars.
Ex 615.—Seagoing ships of wood.
Ex 616.—Hulls of seagoing ships of wood.
Ex 617.—River boats of any size, of wood.
620.—Manufactures of India-rubber and gutta-percha.
620 **bis**—Articles of asbestos, spun, felted, woven, or moulded, with or without admixture of textile, or mineral substances.
620 **ter**—Mica in sheets or flakes, articles in mica, "micanite" and agglomerates of mica, mica paper and tissues.
Ex 646.—Typewriters, without nickeled parts.

Note 1.—Articles in black are those appearing only in the general tariff, or on which the duties are identically the same in both tariffs.

Note 2.—The numbers of the tariff items have reference to the present French tariff.

Note 3.—The term "ex" in the case of the number of an item means a part of the item to which the number refers.

If further information is desired respecting the terms of the French Treaty, the Manager of the Tariff Department will be pleased to furnish same.

HOW EFFICIENCY OF WORKMEN IS IMPROVED

By Helen Cameron Parker

Welfare Work Introduces a Spirit of Loyalty and Good-will into a Factory Which Reacts on the Output. An Explanation of Some Apparent Defects. A System in Operation.

A SPECIAL interest in Welfare Work has been aroused during the last few months by the fact that one firm which has done much that might be termed Welfare Work has lately been facing all the inconveniences and distress of a strike among its employees, and that another, the very firm, in fact, which was the pioneer and has been the example in beneficent provision for its workers, has withdrawn all its benefactions and gone back to the old relationship.

The experiences of these firms are quite sufficient to dissuade many of those, almost persuaded to believe in the new order, and to cause to stagger for a moment the faith of its most enthusiastic supporters.

But to those who have a clear conception of the true significance of the movement designated by the somewhat ambiguous term "Welfare Work," such experiences are but confirmations of the statement made continually by them that in this work everything depends on the spirit which prompts the effort and a wonderful exemplification of "the supremacy of spirit."

In each of the cases in question the provisions made for the well-being and comfort of the employees have been of the very best. Lunch-rooms, rest-rooms, recreation-rooms, libraries, gymnasia, assembly rooms and secretaries—the most complete equipment was furnished, and notwithstanding the apparent failure, has done its work. Not the employees alone, but the town in which these factories operated, have been lifted to a higher plane of living and an inspiring influence has radiated to every employer who has heard of the work. But in the more intimate relationship and in the working out of everyday life there has been failure.

On close investigation this can be traced back to fundamental weaknesses:

1. An inherent spirit of superiority on the part of the employer, unexpressed, but none the less felt by the employees; an invidious distinction, based upon the character of the work done.

2. The exploitation of the welfare of the employees for financial returns from the employees.

3. The use of the benefactions to the employees as advertising capital.

4. Paternalism, giving gratuitous, unsolicited privileges.

5. An unwritten, unspoken law compelling the acceptance of conditions.

Notwithstanding the elegance of equipment and the maximum of comfort provided the employees there could be, ulti-



Lunch Room, W. G. & R. Factory, Berlin.

mately, but one result arising from the spirit under all these favors, resentment and rebellion.

A striking contrast to such experiences is that of one of our renowned Canadian firms. The fame of the work done in this factory has gone far afield, and in his office on Broadway, New York, I was told by Dr. Josiah Strong, President of the American Institute of Social Service, one of the world's pioneers and experts in Industrial Social Work, that no better exemplification of the true spirit and operation of welfare work could be found than that operating for the past seven years in the plant of Williams, Greene & Rome, Berlin, Ont.

The Berlin Welfare Factory.

A visit to the factory, which is situated in one of the finest residential parts of the beautifully built and well-kept town, and an hour's conversation with the President of the company, Mr. S. J. Williams, unfolds the reason for the success of this, and the failure of that firm in this work.

As one stands in the presence of this great man—a man of affairs, and yet a man of infinite love and faith in God and man—a man who has seen a vision of great industries moving in perfect harmony and power and has set himself steadfastly, in the face of difficulties and discouragements to make real his corner of this vision, the full significance of the great truth, "The letter killeth but the spirit giveth life," sweeps over one; and a realization that the kingdom which we seek is near us, even at our doors.

One of the outstanding characteristics of Mr. Williams is his strong and staunch democratic spirit. The spirit of the great English poet, revealed in the song which falls from the lips of the little French silk-spinner, Pippa, as she speeds along her one annual holiday:—

> "All service ranks the same with God.
> * * * * * each only as God wills
> Can work;—God's puppets best and worst are we;
> There is no last nor first."

is his in full measure.

From this and his native kindliness there arises a courtesy and consideration for every one in his employ, which is very infectious, and an unwritten law in the factory that no one shall be addressed in an unkind manner. If discipline is needed it must be administered in private and in calm, considerate words. "Never take the manhood and womanhood out of people and bring out the devil that is in all of us, by reproving them before others," is one of his maxims.

There is no difference in rank among the workers. The travelling men, "The men on the firing line," as Mr. Williams calls them, stand on no higher plane than those in other departments. "The shop employees know that they must furnish the goods or the traveller will not be satisfied. The traveller is able to say to his customer that the articles he carries are the best in Canada. They all take pride in that. Any amount of inspection may be put upon the goods, but unless the operators forget self, and put their heart and their best efforts into their work to please the traveller, the customer and consumer, the best results cannot be achieved. This bond between the traveller and employees is what produces results.

But Mr. Williams goes farther, and, believing in the penalty of privilege, throws upon the employees a large share of the responsibility and government of the factory. Executive and factory committees are made largely responsible for the success and welfare of the business.

Factory Organization.

The chief committee of the factory is the Executive, composed of the manager, superintendent, assistant superintendent, director of welfare work and secretary. Meetings of this committee are held every week, during working hours and general matters pertaining to the management of the factory are dealt with and suggestions received.

A factory committee, consisting of heads and sub-heads from each department, meets once a month. At the close of the day's work they meet in the dining-room of the factory, where a supper is served to them, after which matters relating to each department—quality and output—new methods and ideas—are brought up and discussed.

Separate committees manage each feature of welfare work, as library, benefit association, dining-room, etc.

General meetings of all the employees are held from time to time, when all announcements pertaining to general conditions, orders on hand, prospects for future business, etc., are made.

As an example of the way in which the government by committee works out, Mr. Williams tells of the change wrought in the attitude of the operatives towards the introduction of new machinery.

How It Works Out.

"In the old days, before we had any industrial betterment, machinery would be set up and the employees told to work it; but to-day we have a Machinery Committee, composed of a practical machinist who is chairman, and three others. It is largely on the recommendations of this committee that new machinery is added to our equipment.

"Frequently, as you know, operatives object to such changes. In our factory they do not, because it is our custom to bring together the operatives who would be affected by the innovation and discuss the matter with them.

"For instance, on one occasion when new machinery was about to be put in we told the operatives that we expected therefrom an increase in output, accompanied by a decrease in the cost of production. 'Your machinery committee have recommended these machines, and we have ordered them. For two months—while you are learning to use the new machines—we will pay you the same wages as you are now getting, but after that period you will be put on piece work.'

"There was no grumbling or murmuring, for our working family have confidence in us. The installation of the new machines resulted in a much greater increase in the output than we had estimated. Furthermore, the girls earned more than they did when running the old machines.

"On another occasion we found that we were paying excessive wages on a certain line of goods. We called together the operatives on the goods in question and told them we must either stop making that line or cut the price. We told them to select from each department two representatives to meet the committee who had the matter in hand, and to consider it for two weeks, at the end of which time we would submit to them what we thought was a fair offer. At the appointed date the meeting took place. We made our offer, and the operatives interested in it were perfectly satisfied with it. In fact, they said that the reduction was about half of what they had expected."

A report handed in some years ago states that in order to cope with the rush of orders the men of one department were willing to work from 7 a.m. to 8.30 p.m., stopping for lunch at 6.30, and when a proposition was made to them (really only in fun) that they work all of one night, they offered to do it.

The System Appreciated.

The head cutter wrote about the same time: "For my part I would rather work under the new system for half the wages I am getting than go back to the old way. Under the welfare system, however, wages have been increased fifty per cent.; there is less friction; the hours are shorter; there is more pleasure; in the work, the output is greater and the conditions are better all around.

The most remarkable feature in this factory is, not the equipment, but the spirit which animates the workers. In a recent conversation with one of the staff she told me of instances of rare and beautiful kindliness of spirit among them towards each other.

In one of the departments one of the best workers was obliged to leave the factory under a cloud. Some months afterwards, the forewoman, a splendid woman, with the consent of the firm, went to this worker, told her that she missed her, that they all missed her, and needed her, and wanted her back among them. She refused to go, having no courage to face her old companions. Some of her co-workers then went to her, begging her to return, but with bowed head she still refused. A deputation then waited upon her and finally she consented to go back to her place the following Monday morning. But when the morning came her courage failed and she sent a note to say that she could not come. Then the girls of her department on piece work, went to her and brought her down to her old place among them and surrounded her with kindness and comfort, until her old self-respect and life returned. When she left to be married she said to the forewoman, "Nothing in this world but what you and the girls did could have saved me. I was hopeless and desperate, and didn't care what became of me."

At the time of the financial depression, when owing to lack of work, the firm was obliged to reduce its staff, there were many wonderful instances of self-sacrifice among the employees. One boy asked that he should be laid off that a man who had a family depending on him should be able to keep his place. Some of the younger women gave up their places to older women more needy than they.

The best evidence of the feeling towards the firm is given from letters received from Mr. Williams at this time, one signed by the managers, the assistant department managers, and all others not engaged on piece work; the other signed by the representatives of the selling staff. In each letter the employees asked the management to put in force a reduction of ten per cent. on their salary, said reduction to be in force for such a period as might be considered necessary by the management.

"We have always shared the prosperity of the company without solicitation on our part," wrote the employees, "and as the indications point to a reduction of our working staff we hope our action will enable the company to give work to all or to as many as possible during the winter. It is with this object in view that we make this sacrifice. Further, we wish to express our unqualified confidence in the management, believing that whatever you decide to do will be for the best interests of all concerned.

In a report read by Miss Collard, the secretary, at the annual meeting in January, 1907, four years after the welfare work had been initiated, she made this statement:—"When welfare work was started the factory was working ten hours per day six days of the week, but we are now able to turn out more work with fewer employees, in nine hours per day and Saturday half holiday, all the year round, than formerly in the ten hour day six days per week.



Employees Reading Room, W. G. & R. Factory, Berlin.

When we began this work we had nothing but a place of business, a factory where nothing but business was known; now we have a social life along with business and we are happier and more prosperous on this account."

Mr. R. Wood, shop superintendent, speaking at the same meeting, compared Welfare Work, "The rock on which the success of W. G. & R. the last four years is founded," with the conditions of laboring classes in similar and associated lines of industry in England, continental Europe and the United States.

Welfare Work, he declared, held the only solution of the vexed problem of capital and labor; and after investigating labor conditions closely in the countries named, he was led to say that nowhere do quite such good relations exist between employer and employee as in this factory.

After speaking of the banding of working people into their unions, and the organizing of manufacturers into their asso-

ciations, he said that the idea of forming a union of employer and employee, working together with the Golden Rule for their motto, was not yet a common one.

From the Owner's Standpoint.

The figures that Mr. Williams gave in his address to "his 400," as he calls them, are perhaps the best arguments for the new order:—

"We have had only four years of Welfare Work. We have eliminated friction from every department. We formerly had fire works every hour of the day. We do not know what they are now. We can truly say that we have made a success of what we started on four years ago.

"In the past fourteen months the company has put on its ledger the names of 458 new customers.

"The orders on hand for next spring are 90 per cent. ahead of what they were last year, and last year was the best in the company's history.

"The business of the company is 90 per cent. greater than it was four years ago.

"Four years ago there were 522 on the pay roll. Now there are 430, yet the business has almost doubled. The 430 employees drew in wages last year $28,000 more than the 522 did four years ago.

"The standard of health among the operatives has improved in the past four years, as there has been fully 33 per cent. less absence from sickness."

But pages could be filled and not half the truth be told. Next month we shall give in detail the methods employed in carrying out this work.

UNEMPLOYMENT INSURANCE

What Measure Proposed by Mr. Winston Churchill in England will mean to Employers and Employees.

INSURANCE against unemployment in England, as proposed by Mr. Winston Churchill, while it was not one of the chief questions before the people at the recent election, has nevertheless aroused widespread interest among employers and employees. Mr. Churchill, in an interview, explained that the scheme would be (1) compulsory, (2) contributory, and (3) divided up into different sections for different trades; and that it would first be applied to the following industries, viz.: (a) Building, (b) shipbuilding, (c) engineering, (d) construction works generally, and (e) vehicle making. It was presumed that the last-named would include the cycle and motor-car industries. These industries, according to Mr. Churchill, employed about 2,250,000 men—*i.e.*, one-third of the total number engaged in purely industrial occupations. He further stated that the amount of contributions was not definitely fixed, but that it would be something like 5 cents a week from the worker, 5 cents a week from the employer, and 5 cents a week from the State. Out of the fund so created Mr. Churchill said the *bona fide* unemployed worker, after seven days' unavoidable unemployment, would commence to receive something like 8s. per week, which might go on for fifteen weeks, or more if the benefits were slightly less. At the end of this period he dropped out, and when he next got employment must begin all over again. The second time he would have to subscribe longer before he became eligible for benefit. The original period of probation was likely to be fixed at about eight months. The next period (for those who had dropped out) would be more extended, and the next more lengthy still.

A committee has calculated what the scheme meant to the employer from the monetary point of view, with the following result:—"If the number of workpeople in the prescribed industries is as stated, the amount which would have to be subscribed weekly by the workers, the employers, and the State respectively would be $117,185, or a total combined sum of $351,555 per week. Estimating the permanent number of unemployed at the sufficiently large figure of 6 per cent., taking good years with bad, the constant number of unemployed would be 135,000, and the amount to be paid to them at the rate of $2 per week each would be $270,000 per week, leaving a weekly surplus for administration expenses of $81,555. On the basis of Mr. Churchill's figures the total receipts per annum from contributions alone—to say nothing of interest on the funds as they accumulate—would be $18,280,860; and on the basis of the committee's calculation the total unemployed pay would be $14,040,000, leaving a surplus of $4,240,860 per annum. Assuming that administration expenses would be 5 per cent. of receipts, the annual cost would be $914,043, and the net annual surplus $3,326,817. As the suggested initial period of probation would be eight months, the central fund would contain $12,187,410 before the first payment was made, and as soon as payments began to be made to the unemployed the surplus funds would be accumulating at the rate of something like $65,000 per week." While the estimate of administration expenses may seem low, it must be remembered that the employer would be made responsible for the payment of his own and his worker's contributions either by putting stamps on worker's insurance card or by sending a cheque for the total amount each week to the local labor exchange, whose officers would stamp each insurance card. Thus the greater part of the cost of collection would fall on the employer and only a small part of it on the administration. To the latter must be added the cost of paying out to the unemployed, but as this would be done by men engaged for the greater part of their time on other work it would not be reasonable to anticipate a higher administration cost than 5 per cent. of the receipts from contributions. On the figures quoted above, this would amount to $6.75 per unemployed workman—or, in other words, it would cost $6.75 to distribute $104 per annum. An employer with 100 workmen would pay $270 per annum.

BUY MADE-IN-CANADA GOODS

The Buyers Magazine Contains Some Pointed Advice to Canadians on the Advisability of Buying Goods Made in Canada.

FROM the Buyers' Magazine: In our October issue, under a similar heading, we published an article, and gave figures showing that during the year 1908, Canada purchased from the United States alone, goods aggregating some $167,000,000.

Why are the figures so large? Because, we are not far enough ahead in our manufacturing industries to produce the goods for our home markets.

Would not a little more progressiveness and energy on the part of our manufacturers greatly reduce these figures?

Can we not turn out goods of equal merit and quality to the foreign articles?

Most certainly we can. If we can sufficiently educate the buying public—the retailer and the consumer—to the fact that our own Canadian-made articles are just as good as and often superior, to the foreigner, why should we not do so?

Are you, Mr. Reader, buying goods "Made in Canada," or

are you helping to build up some foreign country and keeping our imports at their ever-increasing figures, by buying foreign goods?

Every article you buy and every dollar you spend in the purchase of Canadian-made goods helps Canada. Wages paid in Toronto, Montreal, Halifax or Vancouver, to Canadian workmen, affects not only the citizens of that one city, but the good resulting therefrom radiates to every part of our fair Dominion. Be patriotic, Mr. Buyer! Keep things moving in Canada. Spend your money on "Made in Canada" goods. Do not unnecessarily send money out of your own country to people who only value your friendship for the business resulting therefrom.

And you, Mr. Manufacturer, make your name better known. Tell the buying public just how good your manufactures are. Persuade the consumer to ask for your wares. Tell him that your product is every bit as good as Brother Jonathan's. Lots of people already know it, but there are thousands and thousands who want an imported article just because they have been in the habit of using them. If they are made aware of the fact that your Canadian-made goods are first-class in all respects, surely they will soon wake up to the fact and buy Canadian made goods.

The Committee on Commercial Intelligence of the Canadian Manufacturers' Association, at the annual meeting, suggested that practical encouragement be given to "Made-in-Canada" exhibitions; that the assistance of commercial travellers be enlisted in inducing the retailers to stock with Canadian-made goods; that advertising space be contracted for in newspapers all over Canada, that lectures and moving picture entertainments be arranged for; that show rooms or "Made-in Canada" stores be established in our principal cities; that information bureaus be opened at central points for the convenience of those who are anxious to patronize Canadian-made products, but who do not know where to apply.

At different times during the past, there have been held "Made-in-Canada" exhibitions in various cities and towns There are many other towns of sufficient size, where such exhibitions might be held. With a committee of a few energetic progressive merchants, such a show could be easily carried through to success. Many manufacturers, both in the town in question, and in neighboring places, might easily be persuaded to place exhibits.

There has not been enough prominence given to our Canadian industries and their products in the past. Why not commence at once, and make ourselves known. Newspapers and periodicals are always ready to further the interests of Canada. Editorials constantly appear in our papers on the subject. By the free use of printer's ink, the results are inestimable.

EDUCATING ARTISANS

A Typical Trade School is Conducted in London, England by the Leather Sellers Company. Advanced Technical Education.

THE extent to which trade schools are carried on in England is indicated by the subjoined account, taken from a recent issue of the Journal of the Royal Society of Arts. Such specialized training is unknown in this country, except in the case of one or two trades such as watchmaking. The question is, how long can we compete with England and Germany—for the latter country has gone to still further lengths in educating her artisans—under present conditions? The school for leather workers is described as follows:

Since 1895 the Leathersellers' Company of the City of London, have, in conjunction with the London County Council and the Borough Polytechnic Institute, carried on a technical school of leather manufacture at Herold's Institute, Bermondsey.

During the fifteen years of its existence some two hundred day students, from thirteen countries of the world, and close upon one thousand evening students, have gone through a technical training. It has, however, long been realized that the Institute was never adequate to give a thorough practical and technical training, and the Court of the Leathersellers' Company therefore decided to build and equip a new college for this purpose, fitted with every modern appliance.

The College, which was opened in October last, has been erected on land formerly part of that well-known tannery where the famous Bacon's butts were manufactured, and has a frontage to Tower Bridge-road and backing on to Tanner-street, Bermondsey.

It is the intention of the Leathersellers' Company to carry on the work connected at Herold's Institute, but brought up to modern requirements.

The course of instruction will be considerably enlarged, departments added to teach the principles of fellmongering of wool skins, fur dressing, bacteriology, and microscopy in connection with leather manufacture, while research work in connection with the industry will not be neglected.

The equipment comprises a general laboratory, capable of accommodating forty students, with an adjoining balance room, a research laboratory for ten students, also a bacteriological laboratory and a special room for microscopy and micro-photographic work, a large museum replete with samples of tanning materials from all parts of the world, and leather and skins showing the imperfections due to faulty manipulation in tanning or prior thereto, brought about by peculiar growth, breeding, and other causes. It is the intention of the Court of the Company to make this museum a special feature of the college in order that members of the leather trade from all parts of the world may look upon it as a permanent exhibition of all matters of interest in connection with the leather and allied trades—a National Leather Trades Museum, where they may visit for the purpose of studying any special problem or defect in leather manufacture. A lecture theatre, providing accommodation for one hundred students, is fitted with an experimental lecture table and a new electroscope projector, by means of which it will be possible to project on to a screen a view of any specimen of leather, thereby enabling illustration of grain defects, flaws, or other special features of the sample to be made without the necessity of photographic reproduction.

The curriculum consists of a two years' course, suitably divided into three sections to suit either heavy leather or light leather tanners, or those who only dress and finish tanned leather. Each student before entering the college is expected to possess some knowledge of the elementary principles of chemistry and physics, and some practical knowledge of his trade, so that he is able at once to take full advantage of the lectures and demonstrations, as well as of the practical work.

With this finely-equipped technical college, and the department of leather industries in the University of Leeds, of which a short account appeared in the Journal of November 12th, 1909, England now offers facilities for the study of all branches of leather manufacture which are surpassed in no other country."

An attractive catalogue has been issued by the Peter Hay Knife Company, of Galt. It is illustrated with a complete series of reproductions of the knives made by this company, with descriptions, specifications, etc. It will be sent on request.

LABOR AND CAPITAL AND THE COST OF LIVING

By Adam Shortt,
Chairman Canadian Civil Service Commission

Two Features Have Particularly Marked Our Industrial Life During the Past Decade, a Steady Increase in Wages and a Parallel Increase in Cost of Living. Prof. Shortt Examines the Conditions of Labor and Prosperity and Sounds a Warning.

LABOR conditions in Canada, while reflecting to a large extent prevalent world movements, nevertheless exhibit many special features which give the labor problems of this country a local color, the dominant tones of which are as characteristic of the country as its physical or climatic features, and indeed are in no small measure due to these. The labor features to which it is desired to draw special attention are closely related to the general economic conditions of the country. These are such that, for instance, in order to trace the effects of the labor movement in their reaction upon labor itself, we have to follow these through their influence on the investment of capital, the production and prices of goods and services, and thus through the cost of living back to labor and wages. We have also to consider the effects of these movements upon those who are not in the ordinary circle of production, in order to realize how commercial labor affects them, and how it may be possible for it to derive a limited advantage for itself without affecting capital and without that immediate return upon itself which may be observed in other cases.

Conditions Peculiar to Canada.

Among the more prominent of the general facts which condition the characteristic labor elements in Canada, the following may be mentioned. We have in this country an immense area with many resources, which are only recently attracting investment and development on a large scale. Labor as applied to these is conditioned by special features of seasonal employment, changing markets, and the highly specialized conditions of new settlements with a limited range of employments, and the carrying on of great undertakings, such as the building of railways, the establishing of hydraulic plants and electric generators, the building of mills of various kinds, and all out in the wilderness, away from the normal conditions of life and supplies.

Under modern conditions, also, the Canadians are not constrained, as formerly, to develop their resources slowly and laboriously owing to the necessity for acquiring the needed capital from their own savings. The country is capable, indeed, of furnishing an ever increasing amount of capital from its own industry, but this is far from keeping pace with the amount of foreign capital which is now flowing in from Europe and the United States. Foreign individuals and corporations, chiefly American, are investing on their own account. Corporations and governments, national, provincial, and municipal, are freely borrowing for investment, or at least for expenditure in the country. During the period of investment at least, these borrowings will provide directly, in the demand for labor, and indirectly, in the market for goods, an immense wage-fund which must entail inevitable prosperity.

Though the return of the capital, even when wisely invested, is necessarily slow, yet, if new capital is steadily pouring in, the deferred return from the old capital will not be noticed, for prosperity will suffer no check. In such periods, of course, no one pauses to distinguish between the national income derived from prudently invested capital supporting productive labor, and national income derived from foreign loans and expended wisely or unwisely. For purposes of immediate prosperity, all expenditure is alike which makes a good market for labor and a brisk demand for goods. Such conditions we have in Canada to-day and what better could exist for both employer and employee? What better opportunities for increasing prices and forcing up wages? What better justification for an annual increase in wages than evidence that the cost of living is steadily increasing? How reasonable every rise in prices when it can be shown that the cost of production is steadily rising through the necessity for shortening the hours of labor and increasing the rates of pay?

Huge Present Expenditures.

Turning to the forms in which the expansion of Canada makes demand for capital with which to employ labor, we find that this expansion involves the opening for settlement and the gradual occupation of great areas of virgin soil in regions which require not only the supplying of thousands of settlers with the daily means of life, but with buildings, implements and other equipment. It involves also the construction of hundreds of new towns and villages practically every item of which has been brought long distances by the railways and been assembled by labor of various kinds, which itself makes half the demand for the houses it builds and the other services it renders. What all this signifies for the transportation systems may be imagined. The construction of railways through new territories of vast extent requires a vast outlay for the employment of labor and the purchase of supplies to be furnished by other labor and capital in the older parts of the country. Add to this the costly equipment of the railways once built, and we get some idea of what the opening up of a new country within a short period implies for both the newer and older parts of the country. But this costly process means that the annual outlay during the early years of settlement is much greater than their subsequent maintenance of the settlements, even when they are much more thickly peopled. As with the majority of towns in older Canada, the western town will cease to grow beyond a certain point, the railroads once built and equipped are maintained from the annual revenue, and the country has to settle down to exporting large quantities of produce, not to procure imports or new capital, but to pay for all those things formerly so lavishly procured and the interest on the outlay in the meantime.

Under present conditions of expansion there is an unusual market for the products of mixed farming, and for specialized agricultural produce in the neighborhood of the larger centres of population. There is an expanding market for the standard lines of domestic manufacture and for many foreign imports, both at tariff prices. Foreign loans not only pay Canadian goods to remain in Canada, but the loans come

to us in the shape of imports also and thus protect us from an adverse balance of trade. Thus, with foreign capital steadily forthcoming, this stage of national expansion may continue indefinitely, for Canada has enormous latent resources. Naturally a prosperity marked by financial ease, high prices, and high wages breeds the conviction that the country itself is responsible for its own prosperity; that Canada belongs to the Canadians who are apt to congratulate themselves that they are not as other nations, subject to various economic vicissitudes. Under prudent management we may very well be able in time to purchase our own mortgages, and even to buy back some of our best natural resources, or induce their owners to become Canadians; but that will be after the present stage of prosperity has passed away, and a very different one takes its place, wherein wages and prices and financial resources have been adjusted to a domestic basis. There is nothing improper in the present stage of development except the tendency to forget that it is a temporary and more or less artificial one and that, so far from being independent, our financial, and therefore industrial and commercial structure is very largely dependent on the financial condition of the outside world.

Value of the Farmer.

It goes without saying that everyone welcomes the inflow of those elements which build up the country and improve the conditions of life, but we are not all agreed as to what these factors are. The manufacturer welcomes the inflow of capital and labor, not of goods, desiring plenty of elbow room for the adjustment of prices. The trades unions, on the other hand, welcome capital and goods, but not labor, especially skilled labor, as tending to embarass movements for higher wages. There is, however, one addition to the population welcomed by everyone, and that is the man who will take up land and cultivate it. Of him no one is jealous, not even his fellow farmer. The market for his chief produce is so large and the prices for it determined so far from home and over such wide areas that no increase in the domestic production can appreciably affect the prices for his neighbors. The agricultural settler in the newer parts of the country makes the market for both capital and labor, but competes with neither. He cannot be protected in his home market because it flows into the open sea; but the market which he makes for both employer and laborer can be protected in their interests. It is not difficult to perceive why the farmer is, economically at least, so popular a citizen and why he and his family receive so much well-meant urban advice to remain on the farm.

Such are the general conditions which form the background and the atmosphere of the labor situation in Canada. But while all these factors in the promotion of prosperity have been increasingly operative for the past twelve years or so, with the much prized upward trend in the wages of labor and the prices of goods, yet there is an uneasy feeling that somehow most people are by no means so much better off as it is quite easy to demonstrate they should be were they getting their due share of all this prosperity. Moreover, there are quite a number who are obviously much better off, some of them very conspicuously so. This is taken as sufficient proof that the system of increasing prosperity actually does work, and the natural conclusion is that while the prosperity is real enough it is somehow being converged into a few hands. In the name of all that is just and right, therefore, this diverted prosperity must be restored, with or without a social and economic revolution. Meantime, however, most people are content, when the mysterious facts are thrust upon them, simply to cry for more income, commonly with no language but a cry. Others, having more direct contact with the sources of income and a more articulate and persuasive, even peremptory organ of expression—the trades union, to wit—are more easily understood and frequently secure another advance in income, yet largely in vain, for no sooner do they get their heads above water than the tide rises upon them again almost if not quite to the old point. Others once well above the water line, but having inadequate means for further elevation, find themselves being gradually submerged by this exceptional tide of prosperity.

From various directions, then, the question is forced upon us, how far is the apparent increase in Canadian prosperity a real increase, and how far only a multiplying of numerator and denominator by much the same factor?

The Basis of Prosperity.

To appreciate what is involved in our situation it is necessary to begin with the following fundamental propositions. There are but two methods of truly increasing the means for the supply of wants and thus raising the standard of living without increasing the amount of human effort to procure it. One is by discovering how to induce nature to yield more from her storehouse of supplies, in proportion to the unit of persuasive effort; and the other is by discovering how to economize the human element in working up the products of nature into means for the supplying of wants, including the rendering of services. Under such conditions incomes may be increased without increasing prices, or prices may be lowered without diminishing incomes. If, however, a given amount of human effort obtains only a given amount of the means of life, the parties expending the effort and receiving the return may amuse themselves in increasing the estimate of their efforts and in valuing the product accordingly, but that will not give them one ounce more of goods or an additional feature of service. Still it is possible to have the distribution of a stable production of wealth so altered that some capitalists and wage earners may obtain a positive advantage over others, but it must be at the expense of other members of the community.

A general survey of Canadian conditions leads to the conclusion that we have all these symptoms co-existing. We have had a real advance in the production of wealth through the exploiting of nature's resources by improved methods; we have gained through the economy of man's time and effort in working up these resources into finished articles for consumption and for assistance in further production. But we have also had to a far greater extent than in either of these directions a merely fictitious prosperity produced by adding practically the same amount to both sides of our equation of income and cost of living. We have had increases in wages which brought no corresponding purchasing power, and we have found considerable increases in prices which have had no effect on profits. Yet we also find these conditions of real and nominal gain unequally distributed. In many individual cases, sometimes in whole groups and classes, people have gained more than they have lost, while others have had the opposite experience.

Prices and Wages.

A good deal of specific light is thrown on this subject of real and nominal gain by two tables, one of prices and the other of wages, which have been prepared by Mr. R. H. Coats, B.A., of the Department of Labor, Ottawa. The collection of such data in Canada is not as yet an easy matter, partly owing to the great and unequally developed range to be covered, and partly owing to the difficulty of getting equally accurate returns in all centres. In course of time Mr. Coats hopes to be able to considerably extend the number of articles covered by the list of prices, as also to enlarge the number of occupations covered by the table of wages. More or less general, though fragmentary information has

been obtained with reference to other prices and occupations, but they are insufficient as yet to be systematically tabulated. The table of prices covers such essential elements in the cost of living as rent, fuel, and the chief articles of food, in representative centres throughout the Dominion and for the years 1899 and 1909. The table of wages relates chiefly to the building trades and phases of unskilled labor, in the same centres and for the same years.

Wages and Cost of Living Both Increase.

From a general survey of prices it is found that within the past decade practically all of the important articles of food consumption produced in Canada have very considerably increased. By taking the prices of the articles in the proportions in which they enter into the consumption of representative households we may obtain a very fair idea of the cost of living at the beginning and end of the past decade. We have also to remember that the recent rise in values began some three years previous to 1899. From a survey of wages it is no less obvious that, for the trades covered, there has been a very considerable, in some centres a very large increase in wages in proportion to the time worked. The data furnished afford many interesting opportunities for comparison as between the different provinces, the cities and towns, the older and newer portions of the country, etc. But the most important point for our present discussion is the obvious fact that the extensive increases in wages are to a very large extent offset by a corresponding increase in the most important elements in the cost of living. With prosperous times based on the conditions already outlined, the vendors of both labor and goods have a vital command on their respective markets. As a result, an increase in wages has been taken as a good reason for an increase in prices, and an increase in prices as a still better reason for a rise in wages.

But while wages and prices thus pursue each other in an ascending spiral, that miscellaneous body of citizens, who have no direct access to the industrial and commercial wheel of fortune, have stood helplessly by, anxiously watching the ascent of the cost of living. Some of these have occasionally managed to secure an increase in income, though in a very irregular and uneconomic manner. Among these unfortunate bystanders are such classes as the general body of clerical assistants, not directly connected with trade or industry and commonly paid by salary, the large body of public officials, so far as not included in the former class, the non-commercial professional or semi-professional classes, and also those who are dependent upon pensions, annuities, or other fixed incomes. These people have not the benefit of organized trades unions, nor, if they had, could they obtain that benefit from them which is possible to the wage earners, who because of their direct contact with trade and industry are in a position to force up wages in good times. Nor have they the assistance of protective tariffs and the various trade combinations which operate under their shelter, and which enable the leaders of trade and industry to meet an increase in wages with a corresponding increase in prices.

Obviously it is the direct connection of wages and prices with the supply of goods and services which are essential to daily life, that enables the wage earners and capitalists to force the hands of the community as a whole. That they tax each other in this process is very true; but if they can tax the whole community and be taxed in turn by only part of it they are each of them gainers to a certain extent at least, while the others are losers to a similar extent. Thus it is that from the enhanced prices paid by the non-competitive classes for their diminished supplies have been furnished much of such advantage as the wage earners and profit takers have obtained through the rise in wages and profits.

It is true that a good many large fortunes have been made through speculations in real estate and other natural resources and by those who have been able to conduct business of various kinds on a large scale. Many of these speculative values, however, though they may command real wealth in exchange, are yet in themselves merely prospective values representing a more or less accurate and widely shared faith in the future realization of certain properties which have as yet produced little or no wealth.

Referring again to Mr. Coats' tables and the close relation between wages and prices, we find that most of the staple articles of food and also fuel and house rent have gone up from twenty-five to fifty per cent. within the past decade, and that wages, in the lines covered by the table, have increased from twenty-five to sixty per cent., with a few above and below those rates. But though these percentages in the case of wages, represent the increased cost of labor to the employers, yet individual laborers did not receive the whole of this increase in money per day, as some of them preferred to take part of their advantage in the shape of shorter hours, as, for instance, in the Saturday half holiday.

Farm Products Increase in Price.

Taking the table of prices, and omitting some few of the higher and lower quotations, we find that meat, potatoes, eggs, butter, milk, fuel, and house rent have increased in price from twenty-five to fifty per cent. On the other hand, the prices of groceries have increased but slightly or not at all. When we follow up these conditions as best we can beyond the range of Mr Coats' tables, to include dry goods, hardware, lumber and other raw materials, we find, as a rule, that wherever the articles are imported, or made up under conditions of manufacture on a large scale, prices have increased but moderately or not at all. Whereas, where the articles involve a considerable element of Canadian labor not under factory organization, prices have risen very considerably. In fact it is found, as a rule, that prices reflect the increase in the wages of the labor employed on them, and the profits of the middlemen who handle them. Negatively this is seen in the case of groceries and other foreign goods; positively it is most easily traced in the case of house rent, which reflects the cost of building, and this is mainly determined by the wages of the building trades and the cost of raw materials, also determined mainly by the wages of Canadian labor.

A more complex problem is presented by many of the leading articles of food, such as meat, vegetables, fruit, eggs, butter, milk, which are procured from agricultural districts, but which have increased in price much more than many manufactured articles. To those familiar with the production of these articles and their transfer to the consumer there is little mystery in their great increase in price. These are nearly all articles the production and marketing of which involve the application of labor without much opportunity for economising time and effort. Moreover, owing to opportunities in other directions, the labor employed in agriculture and dairying has increased in cost quite as much as elsewhere, while the quality of much of it has sensibly declined. In the neighborhood of cities in particular, owing to the attractions of city life and the ready employment found there during the summer, the farmer has to pay more than city wages for the same grade of labor, and even then is frequently without help. Under these conditions, only steadily mounting prices will induce the farmers to continue to supply these food products. As one result, such products have to be brought from longer distances, involving many additional elements of cost in handling, packing, transporting,

and commissions to middle men. Thus, while in many lines of manufacturing the economies introduced have lessened the cost per unit of product, in most of these food products the elements of cost have increased in number as well as in value. The end of the matter is that the greatly increased cost of country produce involving considerable labor is but the direct consequence and reflection of the rapidly increasing demand for these food products and the rising wages for urban labor.

Relation of Labor and Cost of Living.

The facts would seem to indicate also that an increase in wages has been the leading factor in the upward movement of values, inasmuch as where Canadian labor is the chief factor in cost there has been the greatest increase in prices, while where profits alone were concerned, as in foreign goods, or where increased services could be made to offset an increase in wages, as in the transportation rates, or economies in production could be made to partially meet the rise in wages, as in some manufacturing lines, there has been the most moderate increase in prices. At the same time, there is no evidence that capital has permitted itself to suffer from an increase in wages. It has always been able so far to translate increased wages into increased prices, while improving the total profit. However, the increased profit on the unit of product is a small factor as compared with the increased wages.

Two conclusions from this survey may be emphasized. In the first place there is little real advantage to capital and labor in the blind duel which has been going on between prices and wages. The numerous victories gained on either side are practically barren, while, as is usual in such cases, many non-combatants are suffering innocently and unnecessarily. In the second place, there are serious disadvantages in the needless raising of wages and prices. We cannot expect steady employment and ready sales to continue without interruption. In times of continuous employment, it may appear of little moment whether the wage earner receives a lower wage which buys cheaper goods, or a higher wage which buys a like amount of dearer goods. In times of slack work, however, high prices for the necessaries of life become a serious matter for a wage earner without wages. Yet, in accordance with the general policy of trades unions, union laborers will not be inclined to accept a reduction in wages which might partly save the situation; hence the distress from slack employment is likely to be augmented by numerous disastrous strikes against a falling market. Similarly, in the case of manufacturers and general employers, in times of depression high prices invite ruin. They stagnate trade, on the one hand, while, on the other, they attract competition from without as metal draws the lightning. Yet employers, rather than reduce prices, will clamor for a higher protective tariff, in order that within its shelter they may form combinations to restrict production and save prices as long as possible.

Altogether, these much vaunted symptoms of prosperity, high wages and high prices, are quite unnecessary elements of true welfare and business success, while, in periods of temporary depression or declining trade, they seriously impede re-adjustment, and, by the disorders they entail, may easily convert a moderate depression into a severe crisis, demoralizing trade and credit and resulting in prolonged stagnation.

TIME-RECORDING CLOCKS.

Several daily and weekly clocks for sale. These clocks have been used for only a short time, are in excellent condition, and will be sold at bargain prices. For details address A. B. C., care Industrial Canada, Toronto.

HANDSOME NEW AUTOMOBILE CATALOGUE.

Industrial Canada acknowledges receipt of a copy of the new Russell automobile catalogue. While the beauty of the catalogue is the first impression given, appreciation will be immediately felt of the direct, thorough and convincing way in which it shows the advantages of the Russell car, without resorting to technicalities too complex for the ordinary reader to understand.

Full-page illustrations are given of the different leading models, among them the Russell "38," Russell "22," Russell "30," Russell seven-passenger, and Russell limousine. Other illustrations show the different models fitted with the various styles of bodies.

One of the features of the catalogue is an illustrated detailed description of the "Silent Knight" motor, for which the makers of the Russell, the Canada Cycle & Motor Company, Limited, West Toronto, have the Canadian rights.

The catalogue is given a rich green cover, showing a watered silk effect, with lettering in gold embossed. It is printed on heavy plate paper, with watered silk tissue end pages. The company reports that it is sending out a big edition in response to the unusually heavy demand.

WAREHOUSE SPACE TO LET.

A prominent Canadian manufacturing concern having branch warerooms and office centrally located in the City of Montreal are desirous of hearing of some reliable machinery house or mechanical specialty house who would lease a portion of such warehouse and offices. From ten to fifteen thousand floor space available, splendid shipping facilities, and lots of light. Apply in first instance to Editor, Industrial Canada, Toronto.

TEST OF COACH WHEEL LATHE.

On invitation a number of manufacturers and engineers interested in lathes gathered in the shop of the London Machine Tool Co., Hamilton, on January 24th, to inspect a new type Coach Wheel Lathe. The exhibition lasted from nine till twelve and proved most interesting. After the exhibition and tests, the guests inspected the shops of the Canadian Westinghouse Co., the Berlin Machine Works, and the Hamilton Steel and Iron Co.

AUSTRALIAN AND NEW ZEALAND REPRESENTATIVES.

Messrs, Birt & Co., Limited, 7 Mavquarie Place, Sydney, New South Wales and at Brisbane, Queensland, Bluff, New Zealand, are open to represent Canadian manufacturers and exporters. Excellent facilities for receiving, clearing and *selling* all kinds of raw and manufactured Canadian exports. Prompt statements and remittances. *References*—J. S. Larke, Canadian Trade Commisioner, Sydney; Bank of New South Wales, Limited, Sydney.

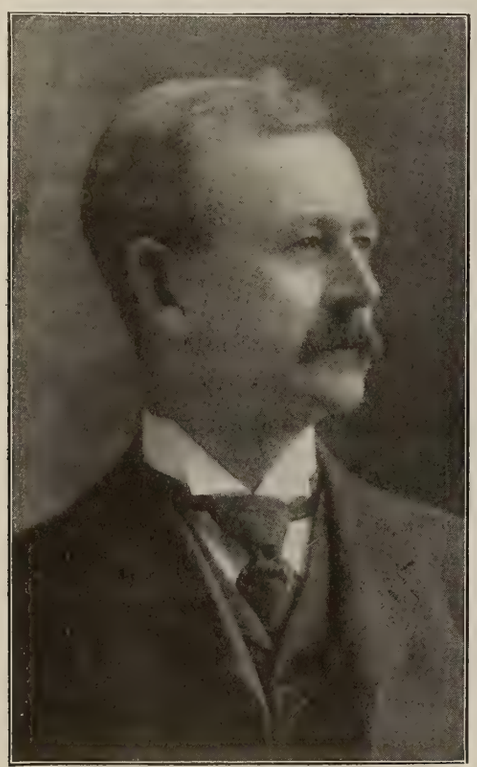
It is stated that the Cockshutt Plow Co. and the Frost and Wood Co., in combination, will erect a number of farm implement warehouses throughout the West.

The Jaffray Manufacturing Co., Montreal, have issued booklets illustrating their lines of elevator buckets and wire cable conveyers. Copies will be sent on request.

MEN OF THE MONTH

MR. BUTLER LEAVES CIVIL SERVICE.

THE country suffers a distinct loss in the withdrawal of Mr. M. J. Butler from the office of Deputy Minister of Railways and Canals, with which was joined the Chairmanship of the Board of Management of the Intercolonial Railway. The Department of Railways and Canals has been one of immense activity during recent years. The whole development of the country has been bound up with the extension



Mr. M. J. Butler.

of transportation routes. Every new proposition has of necessity passed through the hands of the Deputy Minister.

This has been, however, a comparatively small part of Mr. Butler's work. Canada's Government railways are not insignificant, and over these the Deputy Minister has exercised a close supervision. Our canals are extensive and they demand constant attention. For all of this work Mr. Butler was admirably suited. He is a strong man, with fine executive ability, and thoroughly conversant with the problems of construction and engineering.

In succeeding Mr. F. P. Jones in the general managership of the Dominion Steel and Iron Company he is taking up a work that will call for the utmost business acumen. The man is equal to the demand.

MR. CAMPBELL GOES TO OTTAWA.

MR A. W. Campbell has been appointed Deputy Minister of Railways and Canals in succession to Mr. M. J. Butler. The appointment is most fortunate from the Dominion Government's standpoint, although it entails on the Province of Ontario the loss of an efficient and capable officer.

Mr. Campbell is a practical engineer. He entered the service of the Province in 1896 as Commissioner of Highways, and in 1902 was made Deputy Minister of Public Works. In addition to his other duties he acted as supervising engineer in the construction of the Temiskaming and Northern Ontario Railway. As an acknowledgement of his work, Mr. Campbell was elected president of the Toronto Section of the Canadian Society of Civil Engineers at their last annual meeting.

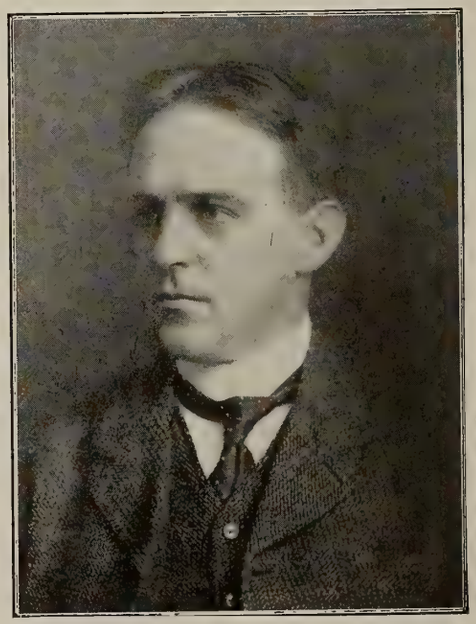
Mr. Campbell will assume office on February 5th. He will, in addition to the office of Deputy Minister, act as chairman of the Board of Management of the Intercolonial Railway.

RESIGNATION OF MR. CAMERON.

MR. DAKERS CAMERON, for several years secretary of the Montreal branch of the Canadian Manufacturers' Association, has resigned, to join the staff of A. McKim & Co., advertising agency, Montreal. Mr. Cameron, during his tenure of office, has established a wide and favorable connection among the manufacturers of Montreal and vicinity. The success of the convention in Montreal two years ago was in no small measure due to his energy and attention to the comfort of visiting members. The many manufacturers who have visited Montreal in recent years, and who have made use of the offices of the Association in that city, will join in expressing regret at his withdrawal from the services of the C.M.A., but confident in his success in his new sphere of work.

GENERAL MANAGER OF CEMENT COMPANY.

THE career of Mr. F. P. Jones, now General Manager of the thirty million dollar Canada Cement Co., is one of the phenomena which seem only possible in a young and rapidly developing country. In 1900 he entered the employ of the Dominion Iron and Steel Co., when that company was organized to supply a market for the Coal Company's products. He was made General Sales Manager when that position was created, and in the succeeding five years his



Mr. F. P. Jones.

stewardship was so satisfactory that in 1905 he was offered and accepted the General Managership.

The success of the Steel Company since that time has been an admirable example of the result of enterprise and managerial ability. The output has increased from an average of 12,500 tons monthly to over double that amount. This has been with little or no increase in capital expenditure. Markets have been found for the greater output and the company has prospered.

Mr. Jones has now assumed the management of the big cement merger. That fact adds greatly to the prospects of the company.

CHANGES IN FREIGHT RATES DURING JANUARY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of January, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 3 E. 1538	Sup. 3 E. 1123	Jan. 18, '10	Local switching at C. P. R. stations.
Sup. 4 E. 1537	Sup. 4 E. 1122	Jan. 19, '10	Absorption of switching at junction points.
E. 1658 Cancels E. 1592	E. 1245 Cancels E. 1179	Jan. 18, '10	Pig iron, c.l., Port Arthur, Ont., to points east.
Sup. 27 E. 1127	Sup. 27 E. 709	Jan. 20, '10	Commodities between stations on Atlantic Division.
E. 1667 Cancels E. 1551	E. 1254 Cancels E. 1239	Jan. 22, '10	Commodities, Eastern Canada to Vancouver, Victoria and Westminster.
Sup. 4 E. 1539	Sup. 4 E. 1124	Jan. 25, '10	Interswitching at Ottawa and Parry Sound.
E. 1676 Cancels E. 1602	E. 1263 Cancels E. 1189	Feb. 21, '10	Commodities, C. P. R. stations to points in U. S.
Sup. 4 E. 937	Sup. 4 E. 528	Jan. 3, '10	Iron and steel articles, St. John and W. St. John to Quebec Central R.R. stations.
Sup. 26 E. 1127	Sup. 26 E. 709	Jan. 3, '10	Commodities between various stations in Canada.
Sup. 2 E. 1322	Sup. 2 E. 904	Jan. 12, '10	Iron commodities, C. P. R. stations to points in Canada.
E. 1655	E. 1242	Feb. 8, '10	Commodities, C. P. R. stations to Buffalo, Black Rock and Susp. Bdge., N.Y.
E. 1005	E. 1243	Feb. 8, '10	Lumber and forest products, Ont. Div. C. P. R. to Buffalo, Black Rock and Susp. Bdge., N.Y.
Sup. 3 E. 1577	Sup. 3 E. 1163	Jan. 13, '10	Ores and minerals, c.l., between C. P. R. stations.
E. 1003	E. 1241	Feb. 8, '10	Classes, C. P. R. stations to Buffalo, Black Rock and Susp. Bdge., N.Y.
Sup. 6 E. 1588	Sup. 6 E. 1175	Jan. 17, '10	Commodities, iron, Montreal, etc., to Quebec.
E. 1662	E. 1249	Jan. 17, '10	Oats in bulk or bags, c.l., Montreal to W. St. John, 3c per bushel.
E. 1680 Cancels E. 984, 1086, 1532, 1545, 1637, 1651	E. 1247 Cancels E. 573-673, 1117-1130, 1224-1238	Feb. 14, '10	Commodities, C. P. R. stations to points in U. S.
E. 1657 Cancels E. 1612	E. 1244 Cancels E. 1199	Feb. 14, '10	Lumber, lath and shingles, c.l., C. P. R. stations to points in U. S.
E. 1649	E. 1236	Jan. 3, '10	Bridge material, c.l., Walkerville, Ont., to Prince Rupert, B.C.
Canadian Pacific Railway.			
Sup. 52 E. 517	Sup. 52 E. 246	Jan. 8, '10	Commodities for export, Montreal to St. John and W. St. John.
Sup. 1 E. 1461	Sup. 1 E. 1046	Feb. 1, '10	Class and commodity, Eastern Canada to points on G. T. P.
Sup. 28 E. 1127	Sup. 28 E. 709	Jan. 28, '10	Commodities between stations on Atlantic Division.
E. 1679	E. 1266	Jan. 31, '10	Class rates between C. P. R. stations and points on O. & N. Y. Ry.
E. 1671 Cancels E. 1564	E. 1258 Cancels E. 1149	Mar. 1, '10	Grain and grain products, C. P. R. stations to New York, Philadelphia, Baltimore, for export, via Niagara frontier.
Sup. 1 E. 1619	Sup. 1 E. 1206	Mar. 1, '10	Commodities, C. P. R. stations to points in U. S.
E. 1670 Cancels E. 523	E. 1257	Mar. 1, '10	Grain and grain products, c.l., C. P. R. stations to Boston for export.
E. 1672 Cancels E. 519	E. 1259 Cancels E. 248	Mar. 1, '10	Grain and grain products, c.l., C. P. R. stations to St. John and W. St. John and Halifax for export.
E. 1673 Cancels E. 795	E. 1260	Mar. 1, '10	Grain and grain products, c.l., C. P. R. stations to points in New England.
E. 1680 Cancels E. 1608	E. 1267 Cancels E. 1195	Feb. 28, '10	Wheat, corn and oats, c.l., Owen Sound and Goderich, ex-Lakes, to Boston for export.
Sup. 15 E. 797	Sup. 15 E. 481	Mar. 1, '10	Cancellation rates in tariffs E. 1260 and 1262 will apply.
Sup. 8 E. 1588	Sup. 8 E. 1175	Feb. 8, '10	Commodities between various points in Canada.
E. 1674 Cancels E. 801	E. 1261	Mar. 1, '10	Class and commodity from C. P. R. stations to points in U. S.. New York, Philadelphia, etc.
E. 1675	E. 1262	Mar. 1, '10	Class and commodity, C. P. R. stations to points in New England.
Elgin, Joliet and Eastern Railway.			
Sup. 7 8	Sup. 7 1082 A.	Feb. 1, '10	Class and commodity, **E., J. and** E. stations to points in Canada.
Sup. 6 8	Sup. 6 1082 A.	Feb. 1, '10	Class and commodity, E., J. & E. points to stations in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Pere Marquette R.R.			
Sup. 40 222		Feb. 22, '10	Class and commodity, Chicago, Michigan City, etc., to points in Canada.
1128 Cancels 789, 790	2891 Cancels 2049-2050	Feb. 1, '10	Grain and grain products, c.l., P. M. stations, New York, Boston, etc.
Michigan Central R.R.			
Sup. 14 1443	Sup. 14 G.F.D. 7960	Jan. 25, '10	Commodities between points in Canada.
1539	G.F.D. 8241	Feb. 21, '10	Weighing of bituminous coal at points in Ontario.
1534 Cancels 1513	G.F.D. 8220 Cancels 8161	Feb. 1, '10	Brick clay, etc., M. C. R.R. points to stations in Canada.
1532 Cancels 1190	G.F.D. 8214 Cancels G.F.D. 7435	Feb. 1, '10	Grain and grain products, c.l., M. C. R.R. points in U. S. to Canada.
1541 Cancels 65-119	G.F.D. 8246 Cancels 4070 and 4558	Mar. 1, '10	Classes, M. C. R.R. points to stations on Toledo & Ohio, Central R.R. and Zanesville & Western R.R.
1540 Cancels 321	G.F.D. 8242 Cancels 5410	Mar. 1, '10	Classes, M. C. R.R. points to Cincinnati, Lebanon & Northern Ry.
Sup. 4 1498	Sup. 4 G.F.D. 8106	Feb. 14, '10	Commodities, Buffalo, Black Rock and Susp. Bdge., N.Y., to points in Canada.
Delaware and Hudson Co.			
858 Cancels 131 and 132	F.D. 5328 Cancels F.D. 2146 and 2164	Feb. 20, '10	Iron ore, c.l., Port Henry, N.Y., to Hamilton and Midland, N.Y.
Louisville and Nashville R.R.			
Sup. 10 104	Sup. 10 G.F.O. 1205	Feb. 16, '10	Forest products, c.l., L. & N. R.R. points to Canada.
Sup. 35 60	Sup. 57 G.F.O. 927	Feb. 15, '10	Classes, New Orleans, Mobile, etc., to points in Canada.
Sup. 7 110	Sup. 7 G.F.O. 1342	Mar. 1, '10	Class and commodity, L. & N. R.R. stations to points in Canada.
Sup. 9 103	Sup. 9 1198	Feb. 9, '10	Class and commodities, L. & N. points to Ontario.
Western Trunk Line.			
Sup. 2 A. 48	Sup. 2 4 A.	Mar. 1, '10	Lumber, c.l., Iowa, Mich., etc., to Canadian points.
Sup. 3 A. 44	Sup. 3 51	Mar. 1, '10	Classes, St. Paul, Duluth, etc., to Canada.
Sup. 1 A. 50	Sup. 1 41 A.	Feb. 15, '10	Sand and articles taking same rates, points in Illinois to Canada.
New York, New Haven and Hartford R.R.			
300 Cancels 275		Feb. 22, '10	Classes, N. Y., N. H. & H. stations to points in Canada.
Detroit and Macinac Railway.			
Sup. 2 521	Sup. 2 G.F.D. 618	Mar. 1, '10	Class and commodity, D. & M. stations to points in Canada.

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
E. 1863	C.R. 76	Feb. 21, '10	Weighing of bituminous coal at points in Ontario.
Sup. 8 E. 1570	Sup. 9 C.W. 36	Feb. 22, '10	Commodities between various points.
Sup. 5 E. 1691	Sup. 5 C.U. 39	Feb. 8, '10	Commodities between Buffalo, Black Rock, Susp. Bdg., N.Y., and points on G. T. in Canada.
Sup. 5 E. 1380	Sup. 5 S. 64	Jan. 10, '10	Interswitching.
E. 1844	V. 11	Feb. 8, '10	Classes, G. T. stations to points in U. S.
E. 1856 Cancels E. 1712	C.R. 75 Cancels C.R. 66	Feb. 14, '10	Elevation, storage, etc., on grain ex-Lakes.
Sup. 10 E. 1101	Sup. 10 C.R. 25	Jan. 18, '10	Reshipping and stop-off arrangements.
E. 1845 Cancels E. 1438	C.I. 88 Cancels C.I. 54	Jan. 17, '10	Iron commodities, etc., Montreal to Quebec, Three Rivers, Sherbrooke, etc.
Sup. 3 W. 13	Sup. 3 G.F.D. 1612	Feb. 7, '10	Class and commodity, G. T. Western lines to Canada.
Sup. 1 E. 1470	Sup. 1 C.U. 34	Feb. 2, '10	Binder twine, c.l., Brantford, Montreal, Peterboro', Toronto and Welland to East St. Louis, Ill., and Miamisburg, Ohio.
Sup. 11 E. 1314	Sup. 11 C.P. 27	Feb. 7, '10	Woodpulp, c.l., Ottawa and Hawkesbury to points in U. S.
E. 1851 Cancels E. 1702, 1717	C.N. 47 Cancels C.N. 35 and 37	Jan. 10, '10	Commodities, Eastern Canada to Vancouver, Victoria, Nanaimo, and Westminster, B.C.
E. 1839 Cancels E. 1588	E. 34 Cancels E. 27	Jan. 10, '10	Class and commodity for export, Montreal, Dominion, Lachine to St. John and Halifax.
W. 219 Cancels W. 161 and W. 171	G.F.D. 1636 Cancels 1434 and 1470	Feb. 2, '10	Grain and grain products, c.l., G. T. western lines to points in Canada.
W. 218 Cancels W. 172	G.F.D. 1635 Cancels G.F.D. 1474	Feb. 17, '10	Commodities, G. T. western lines to points in Ontario.
Sup. 9 E. 133	Sup. 9 G.B.F. 4	Feb. 28, '10	Class and commodity, G. T. R. stations to Duluth, St. Paul, etc.
E. 1858 Cancels E. 808	C.G. 46 Cancels C.G. 22	Mar. 1, '10	Grain and grain products, c.l., G. T. stations to New York, Philadelphia and Baltimore for export.
E. 1860 Cancels E. 807	C.G. 48 Cancels C.G. 21	Mar. 1, '10	Grain and grain products, c.l., G. T. stations to points in New England.
E. 1859 Cancels E. 809	C.G. 47 Cancels C.G. 23	Mar. 1, '10	Grain and grain products, c.l., G. T. stations to Boston, Portland, St. John and Halifax for export.

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 35 E. 499	Sup. 35 G.D. 60	Mar. 3, '10	Class and commodity, G. T. stations to New York, Philadelphia, Baltimore for export.
E. 1871	V. 14	Mar. 1, '10	Classes, G. T. stations to points on Lehigh Valley R.R.
E. 1870	V. 13	Mar. 1, '10	Classes, G. T. stations to points on D., L. & W. R.R.
Sup. 3 E. 1634	Sup. 3 A. 8	Feb. 1, '10	Arbitraries between Maritime Province junction points.
W. 221 Cancels W. 184	302 Cancels G.F.D. 1492	Mar. 1, '10	Wool in grease, G. T. western lines' stations to points in Canada.
Pittsburg, Cincinnati, Chicago and St. Louis Railway.			
Sup. 6 P. 21		Feb. 15, '10	Class and commodity. P., C., C. & St. L. Ry. stations to Canada.
Sup. 5 P. 21		Feb. 6, '10	Class and commodity, P., C., C. and St. L. stations to Canada.
Southwestern Tariff Committee.			
Sup. 6 18	Sup. 6 34	Mar. 1, '10	Class and commodity, Southwestern territory to points in Canada.
Cincinnati, Hamilton and Dayton Railway.			
Sup. 2 203	Sup. 2 5284	Feb. 8, '10	Class and commodity, C., H. & D. points to Canada.
Sup. 1 215	Sup. 1 5280 A.	Feb. 9, '10	Class and commodity, C., H. & D. points to Canada.
Central Freight Association.			
Sup. 4 109	Sup. 4 58 B.	Feb. 21, '10	Class and commodity, points in Ontario to Arkansas and Louisiana.
140 Cancels 91	15 B. Cancels 15 A.	Feb. 20, '10	Class and commodity, points in Canada to Memphis, New Orleans, etc.
138	134	Feb. 5, '10	Class and commodity, points in Canada to New Orleans, Mobile, etc., for export to Cuba.
Sup. 3 84	Sup. 3 12 A.	Feb. 7, '10	Classes, points in Canada to St. Paul, Duluth, etc.
Sup. 3 103	Sup. 3 41 A.	Feb. 1, '10	Class and commodity, Milwaukee, Manitowoc, etc., to points in Canada.
Sup. 3 107	Sup. 3 81 A.	Feb. 10, '10	Paper stock, pitch, tar, etc., stations in Ontario to Illinois, Michigan, etc.
Sup. 4 84	Sup. 4 12 A.	Feb. 20, '10	Class rates, stations in Ontario to St. Paul, Minneapolis, etc.
127 Cancels 64	91 A. Cancels 91	Jan. 25, '10	Billets, iron pipe, etc., points in Illinois, Ohio, etc., to Canada.

C.R.C.	R.R. No.	Effective.	Description.
Chicago, Burlington and Quincy R.R.			
226 Cancels 217	G.F.O. 1403 Q.	Feb. 15, '10	Commodities, C., B. & Q. points to stations in Canada.
Sup. 8 211	Sup. 8 130 F.	Feb. 14, '10	Class and commodities, St. Louis, Hannibal, etc., to points in Canada.
Sup. 4 222	Sup. 4 1753 E.	Mar. 5, '10	Class and commodity, C., B. & Q. stations to points in Canada.
Louisville, Henderson and St. Louis Railway.			
4 Cancels 3	G.F.O. 798 Cancels G.F.O. 745	Feb. 10, '10	Class and commodity, L., H. & St. L. Ry. stations to points in Canada.
Cleveland, Cincinnati, Chicago and St. Louis Railway.			
189 Cancels 139		Jan. 31, '10	Bark extract, c.l., Cairo, Cincinnati, etc., to points in Ontario.
188 Cancels 86	1094 B. Cancels 1094 A.	Feb. 6, '10	Brick and articles taking same rates, C., C., C. and St. L. stations to Canada.
Pennsylvania R.R.			
45		Jan. 31, '10	Fire brick, c.l., P. R.R. points to Brantford, Ont., $2.50 per ton.
192		Feb. 25, '10	Classes, P. R.R. stations to points on G., P. & H. Ry.
Buffalo, Rochester and Pittsburg Railway.			
Sup. 3 215	Sup. 6 A. 513	Jan. 29, '10	Classes, B., R. & P. stations to Canada.
Baltimore and Ohio R.R.			
636 Cancels 551		Jan. 29, '10	Commodities, B. & O. stations to points on C. P. R.
637 Cancels 552		Jan. 29, '10	Carbon black, points in W. Va. to London.
638 Cancels 550		Jan. 29, '10	Commodities, B. & O. points to stations on G. T. Ry.
618		Feb. 15, '10	Iron and steel articles, B. & O. stations to points in Canada.
New York Central and Hudson River R.R.			
1595 Cancels 1018	A. 15794 Cancels A. 8969	Feb. 9, '10	Iron and steel articles, North Tonawanda, Niagara Falls, N.Y., etc., to points in Canada.
Lake Shore and Michigan Southern R.R.			
Sup. 5 188		Feb. 15, '10	Commodities, L. S. and M. S. stations to points in Canada.
Sup. 5 181		Feb. 15, '10	Iron and steel articles, L. S. and M. S. points to Canada.
Lehigh and New England R.R.			
54		Feb. 8, '10	Slate, c.l., L. & N. E. points to points on C. P. R.
55		Feb. 8, '10	Cement, c.l., L. & N. E. points to C. P. R. stations.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

468 **Australian Agents.**—One of the best known firms in Sydney, Australia, in the import and export business, are anxious to establish connections in Canada with manufacturers desiring representation in these markets. Excellent references and connections.

469 **Automatic Machines.**—Gentleman in St. John's, Newfoundland, is anxious to get in touch with Canadian manufacturers who can make automatic coin-in-the-slot machines, for the sale of cigarettes, etc. He is going to introduce these in Newfoundland.

470 **Agricultural Implements, Trade with Argentine Republic.**—A prominent importers' agent in Buenos Aires, Argentine Republic, is anxious to get in touch with exporters of agricultural implements and other materials whom he could represent in the South American markets. He has had considerable experience in these lines, and claims to be able to do a satisfactory business. References.

471 **Bentwood Chairs.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of bentwood chairs. Quotations to be c.i.f. Durban.

472 **Brushware and Brooms.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of brushware and brooms. Quotations to be c.i.f. Durban.

473 **Boots and Shoes.**—A London firm possessing a thorough knowledge of the trade would be glad to represent Canadian manufacturers of boots and shoes who wish to develop export trade to the United Kingdom.

474 **Box Shooks.**—A Hull firm of importers of box shooks desire to get in touch with Canadian manufacturers who could give regular supplies. Must be cheap, clean sawn, and with good finish. Prices to be quoted for random sizes, c.i.f. Manchester or Liverpool.

475 **Beans and Split Peas.**—A South African commission agent desires to be placed in communication with Canadian exporters of beans and split peas.

476 **Birch Squares.**—A Manchester firm ask for prices of birch squares from Canadian manufacturers.

477 **Brushes and Brooms.**—A South African firm of general hardware merchants desire to be placed in touch with Canadian shippers of brushes and brooms. Quotations to be c.i.f. Durban.

478 **Bread Meal.**—An enquiry has been received for the names of Canadian firms in a position to export bread meal or ground bread for sausage making. This material will be bought in five, ten and twenty ton lots for shipment to the British market.

479 **Boots and Shoes.**—English commercial man, with considerable experience in the boot and shoe trade in the markets of Great Britain, is anxious to get in touch with a Canadian firm who can export these articles to the British market.

480 **Canned Meats, etc.**—A London firm wishes to get into communication with Canadian exporters of canned meats, etc.

481 **Canned Veal.**—A London firm wishes to get into touch with Canadian canners of veal, or with United Kingdom importers of Canadian canned veal.

482 **Condensed Milk.**—A South African firm of general merchants and commission agents, with substantial bank and mercantile references, desire to be placed in communication with Canadian manufacturers and exporters of condensed milk.

483 **Cardboard Boxes and Cartons.**—A South African firm of general merchants and commission agents, with substantial bank and mercantile references, desire to be placed in communication with Canadian manufacturers and exporters of cardboard boxes and cartons.

484 **Canned Goods Generally.**—A South African firm of general merchants and commission agents, with substantial bank and mercantile references, desire to be placed in touch with Canadian exporters and manufacturers of canned goods generally.

485 **Carriages.**—A South African firm of builders, etc., desire to be placed in touch with Canadian shippers of carriages of every description. Quotations to be c.i.f. Durban and Delagoa Bay.

486 **Chests of Drawers and Washstands.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of chests of drawers and washstands. Quotations to be c.i.f. Durban.

487 **Coachware Stock.**—A Leeds firm of coachware merchants and importers (est. 1857), would consider particulars and prices from Canadian manufacturers of bent and straight hickory and ash shafts, oak wheel spokes, rims, and similar wheel stock.

488 **Clothes' Pegs.**—A Manchester firm asks for samples and prices of clothes' pegs from Canadian manufacturers.

489 **Canned Goods.**—A correspondent at Manchester desires to get into touch with Canadian exporters of canned goods.

490 **Canned Salmon.**—A correspondent at Malta reports a good demand there for canned salmon, and would like to hear from Canadian shippers.

491 **Condensed Milk and Other Products.**—A well-known firm of forwarding agents in New York City are anxious to get in touch with Canadian manufacturers of the above and other lines interested in export trade in the markets of the Orient. This firm have clients in Shanghai, who cover all the eastern markets, and who claim to be in a position to secure a good volume of business for Canadian houses. Excellent references.

492 **Dried Fruits.**—A Liverpool firm wishes to correspond with Canadian exporters of dried fruits.

493 **Evaporated Apples.**—A Swedish importer of evaporated apples invites samples and quotations from Canadian shippers.

494 **French Representative.**—Well-known commercial man in Lyons, France, is open to represent Canadian exporters of produce and manufactured goods in Southern France. Excellent conditions and facilities for placing business. He is also prepared to act as purchasing agent for Canadian firms requiring French goods.

495 **Flour.**—A South African firm of general merchants and commission agents, with substantial bank and mercantile references, desire to be placed in touch with Canadian manufacturers and exporters of flour.

496 **Fruit Boxes.**—A South African ironmonger desires to be placed in touch with Canadian shippers of fruit boxes (in shooks), 33 inches x 19 inches x 19 inches. Quotations to be c.i.f. Durban.

497 **Flour, Oats and Oatmeal.**—A South African commission agent desires to be placed in communication with Canadian manufacturers and exporters of flour, oats and oatmeal.

498 **Furniture.**—A South African firm of furniture importers and manufacturers desire to be placed in touch with Canadian shippers of all kinds of furniture. Quotations to be c.i.f. Durban and Delagoa Bay.

499 **Gasoline and Oil Engines.**—A prominent firm of import and export agents in Sydney, Australia, are anxious to get in touch with a first-class firm of Canadian manufacturers of gasoline and oil engines, for commercial and farm use. They are interested in small portable engines and in portable fire fighters. Excellent bank and other references.

500 **Graphite and Asbestos.**—A Manchester firm makes enquiry for the names of Canadian producers of graphite and asbestos.

501 **Graphite and Asbestos.**—A Liverpool firm is desirous of being placed in communication with Canadian producers of flaked and and ground graphite and also of asbestos.

502 **Hair, etc.**—Enquiry is made by a Belgian firm for the names of Canadian exporters of hog hair, hide hair, tail hair, etc.

503 **Handles.**—A Leeds firm of importers of tool stock, such as handles for hammers, picks, hay forks, etc., would be interested in receiving particulars and prices from Canadian manufacturers.

504 **House, Office and School Furniture.**—A large South African firm of retail house furnishers and cabinet-makers desire to be placed in touch with Canadian shippers of house, office and school furniture. Quotations to be c.i.f. Durban.

505 **Ironmongery.**—A South African firm of general hardware merchants desire to be placed in touch with Canadian shippers of general ironmongery. Quotations to be c.i.f. Durban.

506 **Leather.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of leather. Quotations to be c.i.f. Durban.

507 **Manufacturers' Representative.**—A well-known firm of manufacturers' agents in London, England, are prepared to act for Canadian firms in building up an export business, and will also serve as purchasing agents for Canadian firms requiring British representation.

508 **Manufacturers' Representative.**—Canadian firms desiring high-class representation in the north of England may be interested in the enquiry received from a gentleman who is prepared to act in that capacity for them in Leeds, Bradford, etc. Will handle any lines.

509 **Maple Logs and Planks.**—A Manchester firm asks for dimensions and prices of maple logs and planks from Canadian exporters.

510 **Maple Syrup and Maple Sugar.**—A South African firm of importers and agents desire to be placed in touch with Canadian shippers of maple syrup and maple sugar. Quotations to be c.i.f. Durban and Delagoa Bay.

511 **Maple Sugar.**—A large South African firm of wholesale merchants desire to receive samples and quotations from Canadian shippers of maple sugar. The latter to be c.i.f. Durban and Delagoa Bay.

512 **No. 75 Ploughs.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of No. 75 ploughs. Quotations to be c.i.f. Durban.

513 **Oatmeal and Quaker Oats.**—A South African firm of general merchants and commission agents, with substantial bank and mercantile references, desire to be placed in touch with Canadian manufacturers and exporters of oatmeal and Quaker Oats.

514 **Printing and Wrapping Paper.**—A South African firm of general merchants and commission agents, with substantial bank and mercantile references, desire to be placed in communication with Canadian manufacturers and exporters of printing and wrapping paper.

515 **Pickles and Sauces.**—A South African commission agent desires to be placed in communication with Canadian manufacturers and exporters of pickles and sauces.

516 **Preserved Fruits and Jams.**—A South African commission agent desires to be placed in touch with Canadian manufacturers and exporters of preserved fruits and jams.

517 **Patent Wire Strainer.**—Letters and other literature describing a patent wire strainer invented by an Australian firm have been received. This firm are anxious to dispose of the Canadian rights to a firm manufacturing fence in Canada. The strainer can be used for plain and barbed wire. Excellent testimonials.

518 **Refrigerators.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of refrigerators. Quotations to be c.i.f. Durban.

519 **Spokes, Wheels, Rims, Stocks, etc.**—One of the largest firms of wholesale hardware merchants and wheel importers in London, England, are anxious to establish connections with Canadian exporters of the above materials whto could compete with the United States and Swedish firms.

520 **Step Ladders.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of step ladders. Quotations to be c.i.f. Durban.

521 **Split Peas and Beans.**—A South African firm of general merchants and commission agents, with substantial bank and mercantile references, desire to be placed in touch with Canadian exporters of split peas and beans.

522 **Shovels and Spades.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of shovels and spades. Quotations to be c.i.f. Durban.

523 **Sideboards.**—A Manchester firm asks for catalogues and prices of sideboards from Canadian manufacturers.

524 **Strawboards.**—A Manchester firm asks for samples and prices of strawboards from Canadian exporters of same.

525 **Tables.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of all kinds of tables. Quotations to be c.i.f. Durban.

526 **Twines and Rope.**—A South African firm of general merchants and commission agents, with substantial bank and mercantile references. desire to be placed in communication with Canadian manufacturers and exporters of twines and rope.

527 **Tin Meats, Lard, Bacon and Hams.**—A South African commission agent desires to be placed in communication with Canadian manufacturers and exporters of tin meats, lard, bacon and ham.

528 **Tools.**—A South African firm of general hardware merchants desire to be placed in touch with Canadian shippers of all kinds of tools. Quotations to be c.i.f. Durban.

529 **West Indian Trade.**—Englishman who has travelled extensively in the West Indies and Central America is prepared to act as representative for a few first-class Canadian firms seeking to extend their business in these markets. Excellent experience and references.

530 **Whiskey and Other Products.**—A firm of general importers in Alexandria, Egypt, are anxious to get in touch with Canadian exporters of whiskey, flour, etc., whose goods they could handle in the Egyptian markets. References and good experience.

531 **Wire Nails.**—A large South African firm of general dealers desire to be placed in touch with Canadian shippers of wire nails. Quotations to be c.i.f. Durban.

533 **Wire Nails.**—A South African firm of general hardware merchants desire to be placed in touch with Canadian shippers of wire nails. Quotations to be c.i.f. Durban.

AMONG THE INDUSTRIES

ONTARIO.

The Toronto Wire, Nail and Tack Co. will build a factory in Toronto.

The Star Publishing Co. will build a three-storey brick addition to their plant next summer.

The Bell Telephone Co., of Toronto, will build a new exchange for the north division of the city.

The MacLean Publishing Company are going ahead with their building on Centre Avenue, Toronto.

Brampton will spend $40,000 on their electric distribution plant.

The cost of the new St. Paul's Anglican church on Bloor street, Toronto, will be approximately $231,000.

The Canada Iron corporation will make an addition to their pipe shop in the Fort William plant, at a cost of $50,000.

The Kingston Shipbuilding Co. are reported to be about to build a repair shop, at a cost of $150,000.

The ratepayers of Barrie defeated a by-law providing for a loan of $20,000 to the Barrie Carriage Co.

The Ontario Iron and Steel Co., of Welland, will build an extension to their plant.

J. M. Lyle, 14 Leader Lane, Toronto, is architect for the new Ontario provincial prison, to be built near Guelph.

The Superior Rolling Mills Co. have been voted a bonus by the ratepayers of Fort William. According to the agreement, the company are to erect a thoroughly up-to-date wire and nail factory, employing at least one hundred men. The names of those to the agreement are: F. W. Thompson, managing director of the Ogilvie Co.; H. S. Holt, president of the Montreal Light, Heat and Power Co., Montreal; T. Drummond, vice-president of Lake Superior Co.; W. Phippen, general counsel of Canadian Northern Railway; W. A. Black, Winnipeg, western manager of Ogilvies.

The Imperial Rattan Co., of Walkerville, have taken over the Borland carriage factory in Stratford.

A company has recently been incorporated under the Ontario Companies' Act which has for its object the manufacture of high-grade steel, such as is used in making edge tools, for planes, lathes, drills, cutlery, etc., and for dental and surgical instruments, which require a very fine high-grade material. It transpires that the principals interested have been working quietly for several months, securing properties and arranging plans of operation. The company is known as the International Tool Steel Company, Limited, capitalized at $750,000, with its head office in the Traders' Bank Building, Toronto. Several locations for the company's plant are under consideration, but it is understood that Welland is most in favor on account of its cheap power and fuel and transportation facilities. It is said that a large and valuable body of ore has been secured in the Province of Quebec east of Montreal, on the St. Lawrence River.

The Charles A. Stickney Co., of St. Paul, Minn., manufacturers of gasoline engines, are considering the erection of a $50,000 factory in Niagara Falls.

Collingwood has passed a by-law granting encouragement towards the establishment of a shipyard.

Durham has voted to guarantee the debentures of the McGowan Milling Co. to the extent of $15,000.

The Maple Leaf Rubber Co. have been granted a fixed assessment by the municipality of Port Dalhousie.

The ratepayers of Prescott will grant concessions and a bonus to an Ogdensburg soda pulp factory, to induce them to locate in that town.

The Union Iron Works will receive a bonus of $30,000 from the town of Parry Sound, if they locate there.

The ratepayers of Port Dover will grant $10,000 to a company who contemplate manufacturing farm implements, if they locate in that town.

QUEBEC.

The Canada Leather Goods Co., Montreal, suffered a loss by fire amounting to $5,000.

It is reported that the Carleton Hotel Co., of Montreal, will build a $2,000,000 hotel in that city.

A building occupied by the Globe Hat Works and the Canada Iron Corporation, Montreal, was injured by fire some time ago to the extent of $70,000.

AUTOMOBILE SHOW

FEB. 24th to MAR. 3rd

Greatest display of cars ever seen in Canada. 1910 models of all makes. New accessories.

Remember the Dates

ST. LAWRENCE ARENA

TORONTO

The building occupied by the Eastern Shoe Co., St. Hyacinthe, Que., was destroyed by fire recently.

The Diamond Flint Glass Co. of Montreal, suffered a $30,000 loss by fire.

Casavant Freres, of St. Hyacinthe, Que., are building the organ for the Roman Catholic Cathedral, at Kingston, Jamaica. This is only one instance of how Canadian-made goods are coming to be appreciated abroad. In spite of a tariff of 45 per cent., the same firm built the organ for the Opera House at Boston, Mass., and during the past few months has erected three organs in Chicago and one at the Northwestern University, Evanston, Illinois.

The C. P. R. will build a ten-storey building on the site of the present St. Lawrence Hall.

MARITIME PROVINCES.

Sackville, N.S., may have a new industry in the nature of a wheel manufacturing company. Messrs. F. G. Pickering and J. T. Cummings, of New Glasgow, are negotiating with the Board of Trade with that in view.

The National Rolling Mills will be granted a bonus of $50,000 by the city of St. John, N.B., in consideration of which they will spend in construction $550,000 and will employ 400 men. This is the biggest industrial proposition which St. John has ever had on, and it should do much to increase the activity of the city.

WEST.

The Home Bank will erect a building in Fernie, B.C.

J. F. Mackenzie will erect a meat packing plant in Prince Albert, at a cost of $50,000.

A company has been formed in Vancouver, B.C., with a capital of $150,000, for the manufacture of the Jordan improved automatic street car fender.

The Kilgour Rimer Co., of Winnipeg, are building a five-storey addition to their factory, at a cost of $100,000.

The Paulin Chambers Co., of Winnipeg, are erecting an extensive addition to their factory.

The C, P. R. will build a hotel at Arrow Lake, B.C., at a cost of $100,000.

Hales & Co. will build a brick-making plant in Watrous. Sask., providing the Board of Trade will make acceptable terms.

A manual training school will be erected in Vancouver. B.C.

The Manitoba Windmill and Pump Co., of Brandon, are buying a five-ton hand-power traveling crane from the Smart-Turner Co., Hamilton.

The Grey-Campbell Co. will erect extensive warehouses and offices in Moose Jaw, Sask.

The Imperial Oil Co., of Winnipeg, will build a distributing warehouse in Moose Jaw during the coming summer.

The Western Canada Envelope and Stationery Co., of Vancouver, will build a factory in New Westminster.

"Only the Best will Successfully Stand the Test."
—The Philosopher of Metal Town.



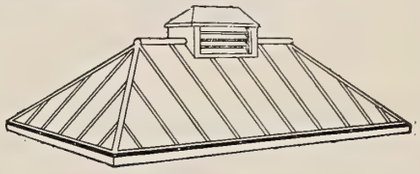
"METALLIC" SKYLIGHTS

Are Practically Imperishable

THE frame work is of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass is ***Absolutely Fireproof.***

"Metallic" Skylights are very durable and have special exclusive features which make for superiority.

WE MAKE ALL SHAPES AND SIZES



We also manufacture "Eastlake" Steel Shingles, Metallic Ceilings and Walls, Metallic Cornices, Conductor Pipe and Eavetrough, Corrugated Iron, Fireproof Glass Windows and Doors, etc.

Our Catalogue No. 70 will interest you. Write for it.

THE METALLIC ROOFING CO. LIMITED

Manufacturers and Exporters

TORONTO and WINNIPEG

OUR ACORN TRADE MARK

IS THE BUYER'S SAFEGUARD



THERE IS NO GUESS WORK ABOUT THIS BRAND

"ACORN" CORRUGATED GALVANIZED SHEETS

are galvanized in strict accordance with British Government specifications. Manufacturers would be foolish to cover their buildings with an inferior brand, when "Acorn" Sheets cost no more.

THEY ARE MANUFACTURED ONLY BY

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

New Companies Incorporated

The following new companies have been incorporated:

The La France Improved Pipe Joints Co.; capital, $50,000; head office, Montreal; Joseph La France is a director.

The Blair Engineering Co. of Canada; capital, $100,000; head office, Montreal; Alfred La Rocque is a director.

West Canadian Coal Mining Syndicate; capital, $100,000; head office, Monteral.

The Universal Engineering and Manufacturing Co.; capital, $95,000; head office, Montreal; James Joseph Campbell is a director. The company will manufacture electrical appliances.

The Cassiar Construction Co.; capital, $20,000; head office, Toronto.

University Publications, Limited; capital, $20,000; head office, Toronto.

The Autolite Manufacturing Co. of Canada; capital, $100,000; head office, Montreal; R. O. McMurtry is solicitor. The company will manufacture cigars and tobaccos.

The Reddington Rock Drill Company; capital, $100 000; head office, St. Catharines; R. W. Leonard is a director.

The Wayland Shoe, Limited; capital, $30,000; head office, Montreal; E. J. Wayland is a director.

Lakeside Copper Co.; capital, $250,000; head office, Toronto.

The Murray Bay Lumber and Pulp Co. has been changed to that of the East Canada Power and Pulp Co., and the capital has been increased from $500,000 to $1,500,000.

The Eastern Electric and Development Company; capital, $250,000; head office, Sackville, N.B.; Charles Pickard is a director.

H. Simon & Sons; capital, $190,000; head office, Montreal. The company will manufacture tobacco.

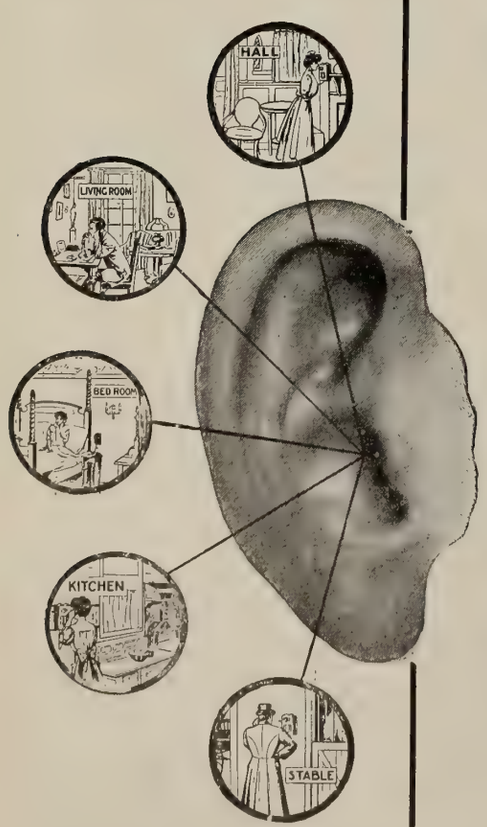
Dominion Glazed Cement Pipe Co., Limited; capital, $100,000; manufacturers of glazed cement pipes, etc.

Dominion Laundry, Limited; capital, $30,000; general steam laundry business.

The Empire Candy Co., Limited; capital, $15,000; grocers and confectioners.

The Canadian Cedar Lumber Co., Limited; capital, $50,000; lumber and shingle manufacturers.

Mission Water, Light and Power Co., Limited; capital, $50,000; to supply the town of Mission with water and power and to carry on business as a general water-works company.



You Can Hear Them All!

INTERCOMMUNICATING Telephones bring all your departments under your own direct supervision — keep you in direct touch with the whole of your business.

They save time, effort and mistakes —pay for themselves over and over in the savings they effect.

Inexpensive and simple to install, the maintenance cost is low. Write us for Bulletin No. 213 and let us tell you the particulars—a postal will bring it.



THE NORTHERN ELECTRIC AND MANUFACTURING CO. LIMITED

Manufacturers and Suppliers of all apparatus and equipment used in the construction, operation and maintenance of Telephone and Power Plants

Address our nearest office

MONTREAL — Cor. Notre Dame and Guy Sts.
TORONTO — 60 Front St. W.
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REGINA
VANCOUVER — 918 Pender St.
CALGARY

B

BOILERS

Horizontal Return Tubular
Locomotive Portable Type
"Canada" Water Tube

All of our Boilers are manufactured in accordance with the most modern and approved shop practice, involving constant supervision from receipt and testing of materials to assembling of finished product.

CANADA FOUNDRY COMPANY, Limited

HEAD OFFICE, TORONTO

MONTREAL HALIFAX OTTAWA COBALT WINNIPEG CALGARY VANCOUVER ROSSLAND

ELECTRICAL EQUIPMENT
:: FOR FACTORIES ::

In addition to manufacturing a complete line of Generators, Motors and other apparatus specially designed for Industrial Establishments, we furnish Arc Lamps, Incandescent Lamps, Special Reflectors and devices to ensure the most efficient service from the entire installation.

Canadian General Electric Co., Limited

MONTREAL HALIFAX OTTAWA COBALT HEAD OFFICE TORONTO WINNIPEG CALGARY VANCOUVER ROSSLAND

The Canadian Lumber Co., Limited; capital, $150,000; manufacturers of pulp, paper and lumber.

The Enterprise Timber and Trading Co., Limited; capital, $10,000; dealers in timber limits, mines, etc., lumber manufacturers and loggers,

Silverdale Sawmill Co., Limited; capital, $100,000; general lumbering.

The Buccaneer Bay Mining and Development Co., Limited; capital, $500,000; general mining.

Gilfillan Lumber Co., Limited; capital, $150,000; general lumbering.

Vancouver Steam Laundry Co., Limited; capital, $60,000; to take over as a going concern the steam laundry business of the Standard Steam Laundry.

Western Specialty, Limited; capital, $10,000; office supplies of all kinds.

J. G. Mortimore & Co.; capital, $10,000; sheet metal workers, plumbers, gas fitters, etc.

Sheep Creek Bonanza Mining Co., Limited; capital, $500,000; general mining.

The British Columbia Mainland and Coast Industrial Co., Limited; capital, $500,000; coke and fuel manufacturers.

Award of the Elliot Cresson Gold Medal

GIVEN BY THE FRANKLYN INSTITUTE FOR SUPERIORITY OVER ALL OTHER FILES TESTED, TO THE

Dreadnought Patent Milling File FOR THE MOST MERITORIOUS INVENTION OF THE AGE

On cast iron 29 commercial files were tested and the best removed 20.6 inches. **The Dreadnought removed** 143.75 inches. Four were tested. High Carbon Steel, the best commercial file, removed 6.4 cubic inches. **The Dreadnought** removed 25.8 cubic inches.

Does this mean anything to you? The Dreadnought files are made with backs and handles also with tang in fine cut for mill and saw work.
Horse Shoeing Tools in plain and tanged. If the goods are wrong you get your money back.

Man'd by The J. H. Hanson, Tilley Co., Ltd., 422-24 St. Paul St. MONTREAL, P.Q.

Agents—Vancouver, B.C., Flock & Thompson; Winnipeg, Man., Bissett & Loucks, Ltd.; Hamilton, Ont., Frank Radigan; St John, N.B., Jas. Robertson & Co; Halifax, N.S., Austen Bros.; St, John's, Nfld., Angel Engineering & Supply Co., Ltd.

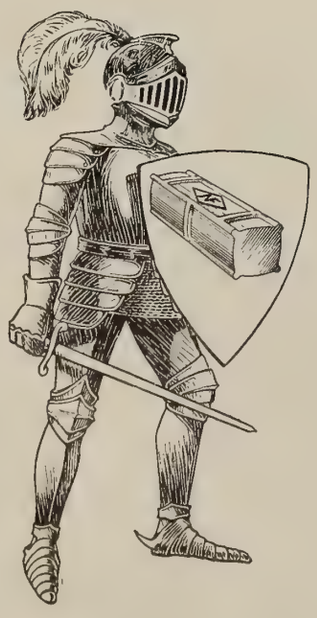
Wall Plaster

Manufactured in the most up-to-date plaster mill on the continent

EMPIRE WOOD FIBRE PLASTER
EMPIRE CEMENT WALL PLASTER
EMPIRE FINISH PLASTER
GOLD DUST FINISH PLASTER
GILT EDGE PLASTER OF PARIS

Manitoba Gypsum Company, Limited
Office and Mill, Winnipeg, Man. Quarry, Gypsumville, Man

The Bar with the Brand is Your Protection





Registered under the Trade Mark and Designs Act.

BEAR IN MIND THAT THE

"NF" Reinforcing Bar for Concrete Construction

IS A BRANDED BAR

Our trade mark is rolled in the bar every three feet.
The reason we brand our product is simply because we believe in it, and want to protect it in every way we can.
Inferior products are often **not** branded, and this will apply largely to reinforcing metals. The "NF" bar is protected by a brand because it is **worthy** of a brand. It is made of the very best material by the most careful process.
We not only make the BAR, but we make also the STEEL the bar is made from. We are the only Steel Company in Canada which MARKETS DIRECT its **own** type of bar made from its **own** steel.
Absolutely no re-rolled metal is used by US. This is not a knock at competition, as it is pretty well known in the building trades that many mills **do use** re-rolled metal.
Consider, then, only the brand "NF" on the bar when making up specifications, and you will be safe.

ONTARIO IRON & STEEL COMPANY, Limited
TORONTO, ONTARIO, CANADA

1875 *The* 1910

Boiler Inspection & Insurance Company of Canada

Head Office:
Continental Life Bldg.
Toronto

President: John L. Blaikie
Vice-President: H. N. Roberts
Secretary-Treasurer: H. N. Roberts

FINANCIAL STATEMENT, JANUARY 1st, 1910

ASSETS

Cash on hand and in bank	$ 15,272.61
Mortgage Loans	5,800.00
Stocks, Bonds and Debentures	152,554.18
All other Assets	14,856.80
	$188,483.59

LIABILITIES

Unearned Premium Reserve		$99,366.88
Total liabilities except capital		$99,366.88
Capital paid up	$75,075.00	
Surplus over all liabilities	14,041.71	
Total surplus for Policyholders		89,116.71
		$188,483.59

List of Securities owned by Company. Market values of December 31st 1909.

City of Vancouver, 3½%, 1942	$ 6,230.00
City of Vancouver, 4%, 1946	6,860.00
Town of Owen Sound, 4%, 1923	3,880.00
City of London, 4%, 1921	6,000.00
City of London, 4½%, 1914	10 574 11
Canada Landed & N. I. Co., 4%, 1910	5,000.00
Canada Landed & N. I. Co., 4%, 1912	8,000.00
Town of Maisonneuve, 4½%, 1946	10,100.00
Town of Westmount, 4½%, 1947	9,450.00
Amount carried forward	$66,094.11

Amount brought forward	$ 66,094.11
City of Hamilton, 4%	8,581.32
Canada Southern Ry. Bonds	15,750.00
Canada Southern Ry. Bonds	4,200.00
City of Kamloops, 5%, 1956	5,000.00
C.N.R. Equipment Bonds	14,643.00
Consumers' Gas Company	19,830.75
Canada Permanent Mortgage Corporation	10,205.00
Toronto General Trusts Corporation	8,250.00
	$152,554.18

THE Policies of The Boiler Inspection and Insurance Co. of Canada are guaranteed by The Hartford Steam Boiler Inspection & Insurance Co. under a Licence granted by the Dominion Government for that purpose.

The

Hartford Steam Boiler Inspection & Insurance Company

Head Office:
Hartford, Conn.
Head Office in Canada:
Continental Life Building, Toronto

President: Lyman B. Brainerd
Vice-President: F. B. Allan
Secretary: C. S. Blake
Chief Agent in Canada:
H. N. Roberts

Financial Statement, January 1st, 1910

ASSETS

Cash on hand and in bank	$ 154,845.83
Real Estate	93,600.00
Mortgage Loans	1,107,060.00
Bonds and Stocks	3,063,476.00
Other Assets	295,628.96
	$4,714,610.79

LIABILITIES

Reserves for Unearned Premiums and Losses		$2,034,671.82
Other Liabilities		87,445.19
Capital paid up	$1,000,000.00	
Surplus over all Liabilities	1,592,493.78	
Total surplus for Policyholders		2,592,493.78
		$4,714,610.79

Total Surplus Assets for Security of Policyholders of Boiler Inspection & Insurance Co. $2,681,610.49

Dominion Carbolineum Works

LIMITED

VANCOUVER, BRITISH COLUMBIA

The Largest CREOSOTING PLANT in Canada. SAW AND PLANING MILLS. CREOSOTED WOOD BLOCK PAVING. CREOSOTED BRIDGE and STRUCTURAL TIMBERS. CREOSOTED RAILWAY TIES

¶ Having our own well equipped Saw Mill and cutting only live logs' our product is of the best grade. Creosoted Douglas Fir is admittedly the best Structural Timber obtainable. Bridge and Structural Timbers accurately framed and finished to Specification in our yards before Creosoting when required.

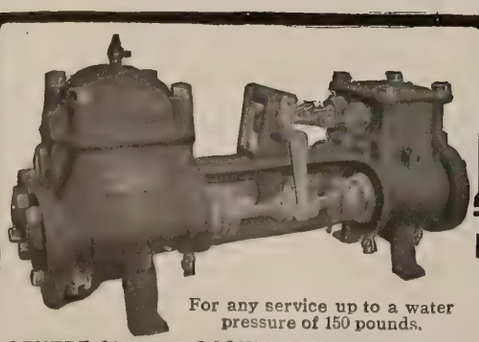
Curled Hair, Glue

Sand *Paper*

D & P QUALITY

The Delany & Pettit Co., Limited

TORONTO .. .. .. ONTARIO



STEAM AND POWER PUMPS

AM. EX.

PACKED PISTON PUMPS

For any service up to a water pressure of 150 pounds.

CENTRE OUTSIDE PACKED PLUNGER PUMPS WITH POT VALVES

Specially adapted for marine work.

AUTOMATIC FEED PUMPS AND RECEIVERS. COMPOUND DUPLEX PUMPS. INDEPENDENT JET CONDENSERS. CENTRIFUGAL PUMPS. OIL SEPARATORS.

All suitable for export. Write for Special Prices and Discounts.

THE SMART-TURNER MACHINE CO. LTD

191 BARTON ST. EAST, HAMILTON, CANADA

TIMBER

Long and Short Leaf Yellow Pine, B.C. Fir, White and Red Oak, Spruce, Cedar, Canadian White and Red Pine, Hemlock, &c.

LUMBER

Rough and Matched Lumber of all kinds, Hardwood Flooring, Lath, Shingles, Mouldings, Turnings, etc. : : : : : : : :

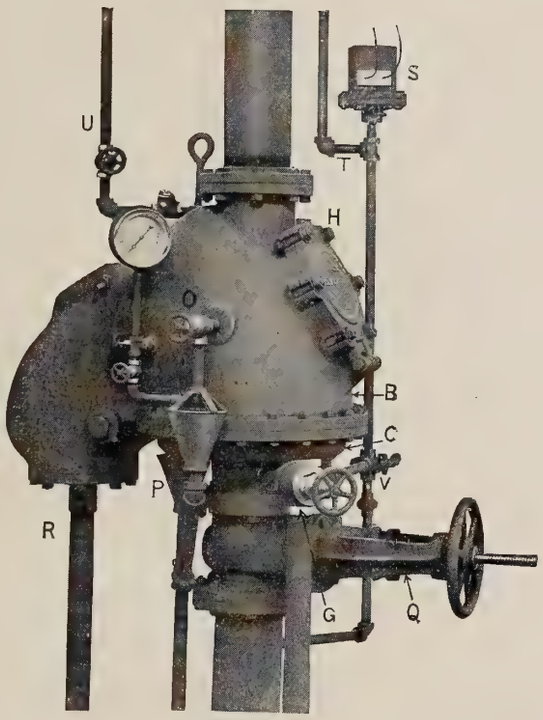
James Sheppard & Son

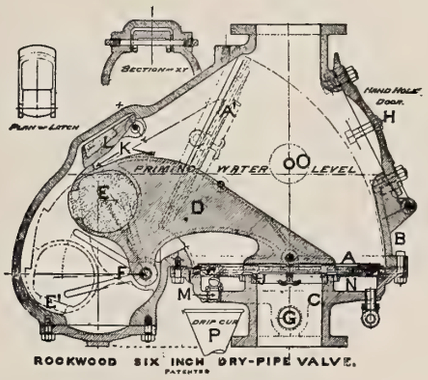
LUMBER AND TIMBER MANUFACTURERS

SOREL : : : QUEBEC : : : CANADA

The ROCKWOOD

DRY-PIPE AUTOMATIC SPRINKLER SYSTEM AND FIRE ALARM





For Use in Sprinkler Systems Where Water in the Pipes Would Freeze

Simple and Reliable

THE ROCKWOOD

THE LATEST APPROVED FIRE SPRINKLER IN USE IN CANADA



Sensitive and Non-corrosive — Sterling Silver Valve Seat

In four degrees : 165-212-280 360

Specially Prepared Heads for Acid Rooms, etc.

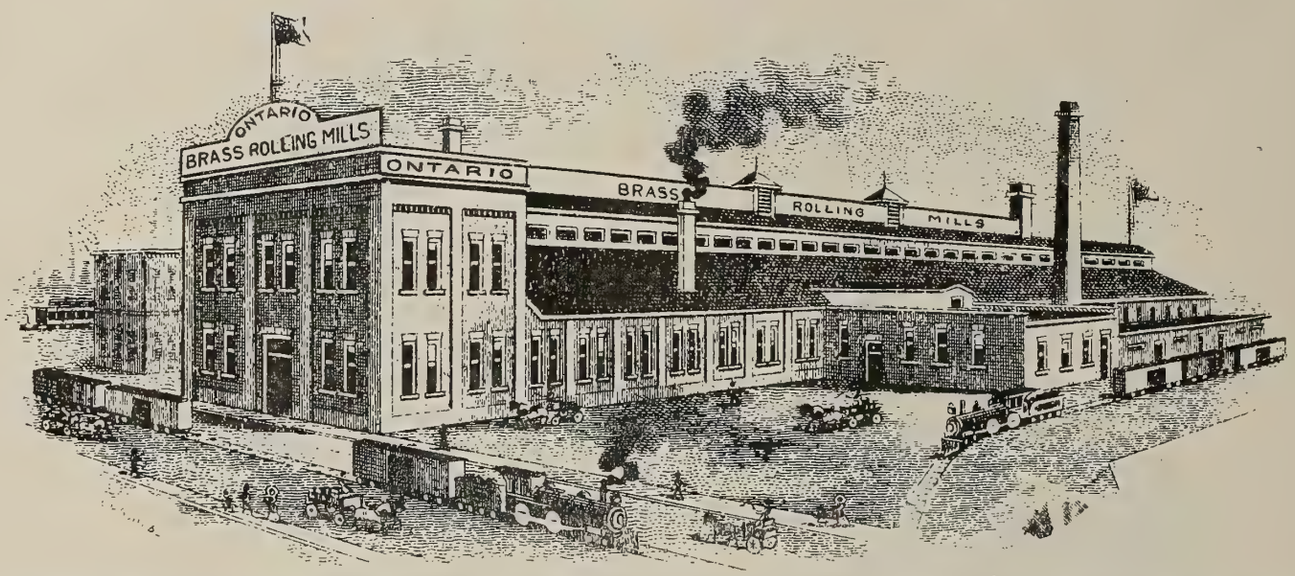
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THE ROCKWOOD SPRINKLER COMPANY OF CANADA, LIMITED :: :: :: MONTREAL

The Ontario Brass Rolling Mills

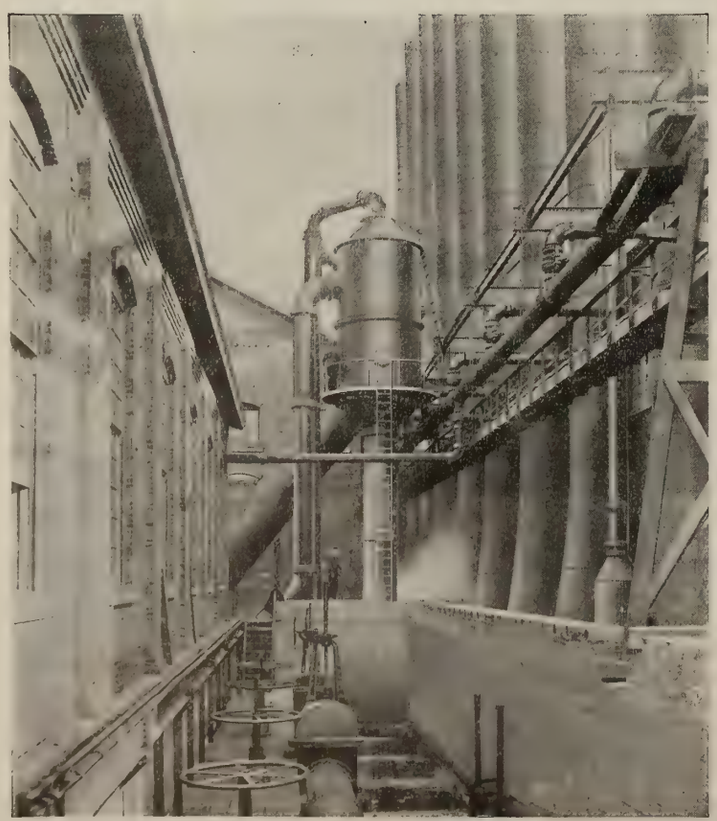
LIMITED

Manufacturers of BRASS, COPPER, BRONZE and GERMAN SILVER in Sheets, Plates and Rods



This Company is now operating this up-to-date ROLLING MILL and in a position to give careful attention and prompt delivery to all orders entrusted to it. The METAL manufactured is PERFECT and equal to the best rolled by other mills. A trial order is solicited.

Mills and Offices — NEW TORONTO, ONTARIO



— The Helander —

Barometric Condenser

STANDS PRE-EMINENTLY FOR

EFFICIENCY

With 70° water it will sustain a vacuum of at least 28" with a ratio as low as 1 to 35 approximately.

IS ADAPTABLE FOR

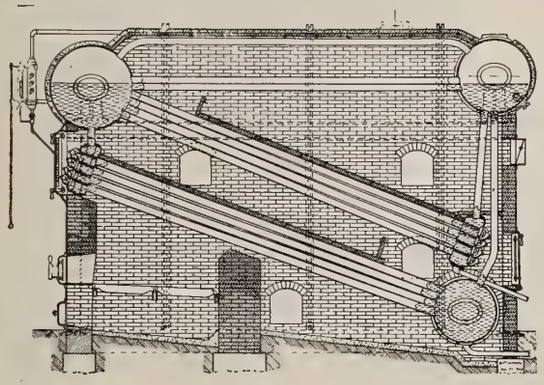
Central Condensing Systems
Steam Turbine Work
and Large Single Units

in types to suit each special installation.

Let Us Show You

The Waterous Engine Works Co., Ltd.
BRANTFORD, CANADA

Robb-Mumford Water Tube Boiler



Straight Tubes

Perfect Water Circulation

Dry or Superheated Steam

Half the usual number of Handholes

ROBB ENGINEERING CO., Limited, Amherst, N.S.

DISTRICT OFFICES
607 Canadian Express Building, MONTREAL; R. W. Robb, Manager.
Traders Bank Building, TORONTO; Wm. McKay, Manager.
Union Bank Building, WINNIPEG; W F. Porter, Manager.
Calgary Block, CALGARY; J. F. Porter, Manager.

GEIPEL EXPANSION TRAP



The GEIPEL Expansion Trap

is a simple, practical trap, with few working parts to get out of order. It works equally well with either high or low pressure steam. Its simplicity and few working parts will commend this trap to every engineer. Send for Catalogue.

The Canadian Fairbanks Co., Limited

Fairbanks Scales, Fairbanks-Morse Gas Engines

Montreal, Toronto
St. John, Winnipeg
Vancouver
Calgary

GEIPEL Expansion Steam Trap

(Patented)





ELEVATORS

FOR PASSENGER AND FREIGHT SERVICE

DUMB WAITERS, and all kinds of automatic devices for protecting elevator openings. We are the only manufacturers of absolute Fireproof Automatic Elevator Doors, Patented. No contract is too large or too small for us to fill, and handle it properly.

We have built the largest freight elevator on the continent of America, having a capacity of one hundred and twenty gross tons. We should be pleased to send you our catalogue and descriptive matter on application.

The Parkin Elevator Co., Limited

Head Office and Works:
Hespeler

Branch Offices:
Toronto, Winnipeg and Montreal

"Buffalo Quality"

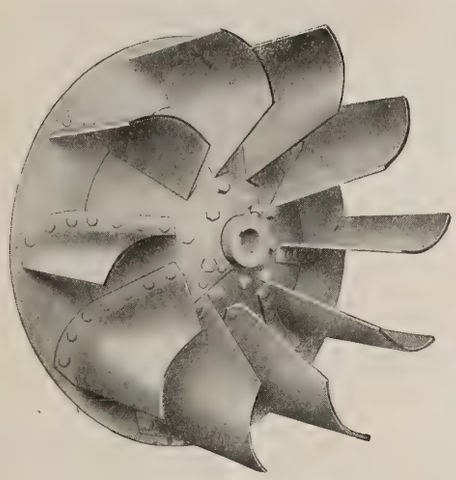
Made in Canada

Buffalo Slow Speed Exhauster

Slow Speed Low Power

¶ With a reduction of 20 per cent. in speed and a saving of 10 per cent. in power, the Buffalo Slow Speed Exhauster does the same work as the Standard Exhauster of the same size.

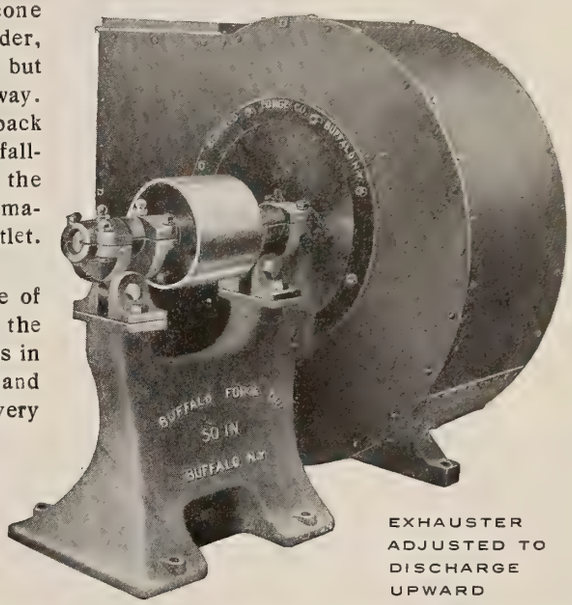
¶ The material is handled along the line of least resistance, without a sudden change of direction. The cone hub used instead of a spider, offers no obstructions, but guides the material on its way. The projecting flange at the back of the blast wheel prevents falling material; it maintains the momentum and throws the material clear into the outlet. There is no clogging.



SLOW SPEED BLAST WHEEL

¶ The reversible housing is adjustable to either hand or to any angle of discharge. To change the discharge, just loosen the bolts holding the housing to the pedestals, revolve the housing until the discharge points in the desired direction, tighten the bolts and it's done. Crossed belts and sharp angles in piping are avoided. It fits any place. It meets every condition.

Write for particulars.

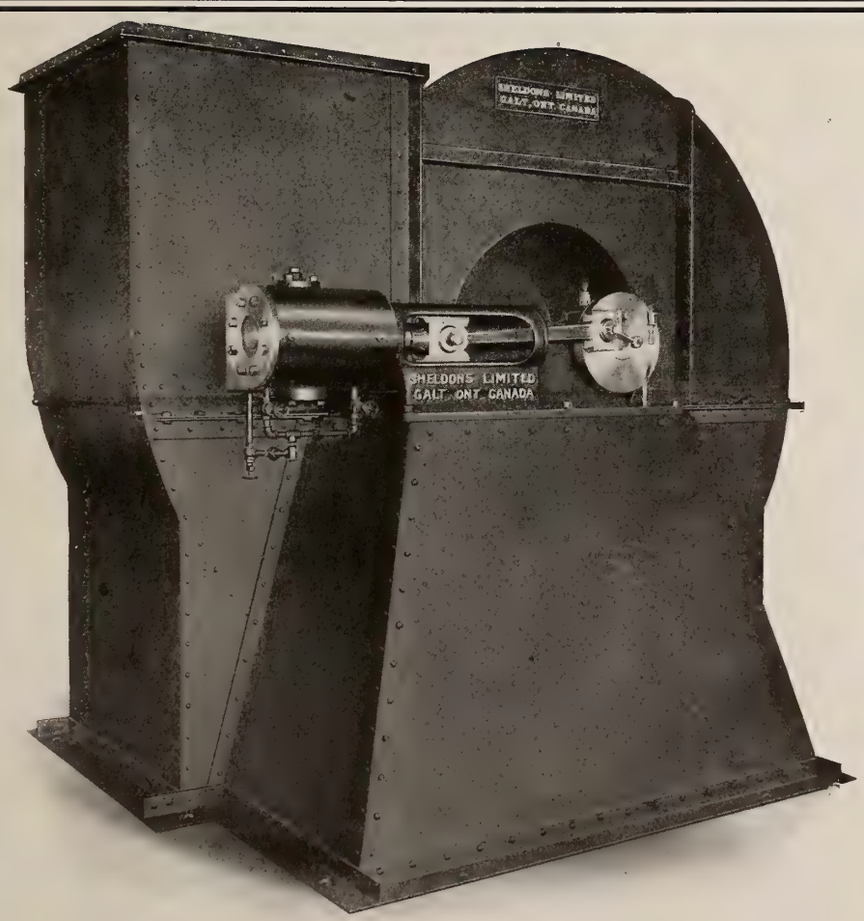


EXHAUSTER ADJUSTED TO DISCHARGE UPWARD

Canadian Buffalo Forge Co., Limited

Engineers and Manufacturers

Montreal -:- -:- Quebec



Is your factory properly heated?

Now is the time to arrange for next winter's heating system.

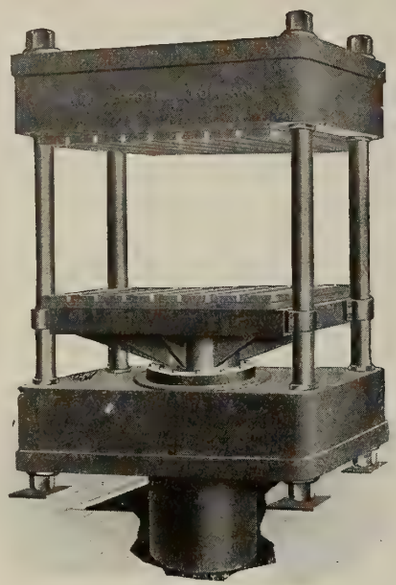
The Sheldon Fan System is especially adapted for heating Industrial plants. It not only maintains a comfortable working temperature in any weather, but furnishes pure air in sufficient quantities to keep the inside atmosphere as fresh and invigorating as that out of doors.

Catalogues sent on request.

SHELDONS LIMITED

GALT. ONTARIO.

Perfection in Presses



Hydraulic and Filter Presses for all purposes

Made in Canada

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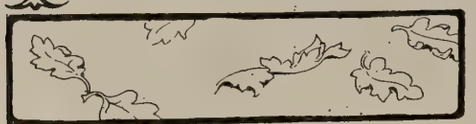
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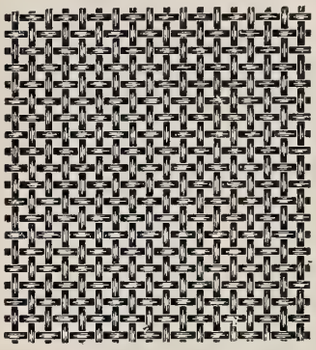
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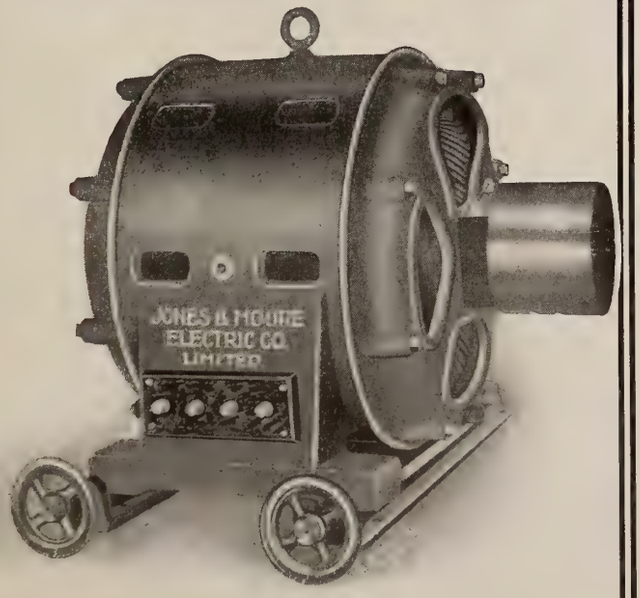
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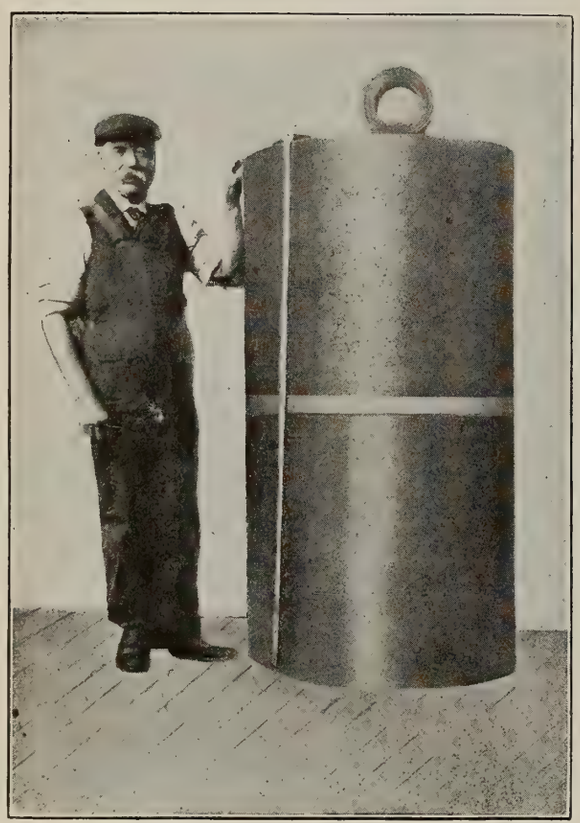
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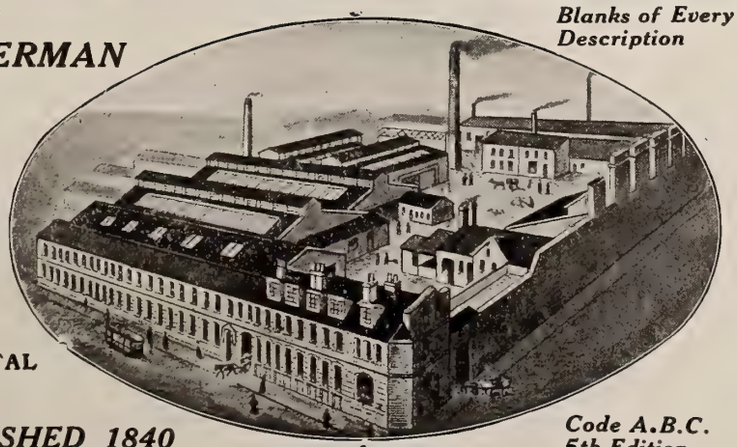
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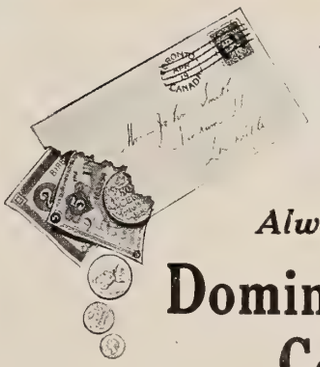
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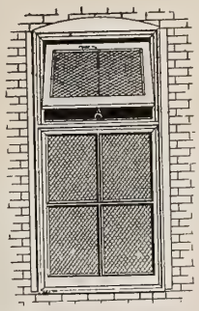


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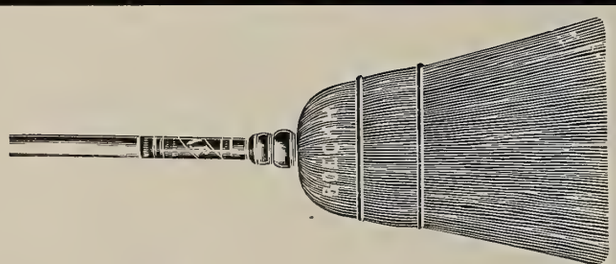
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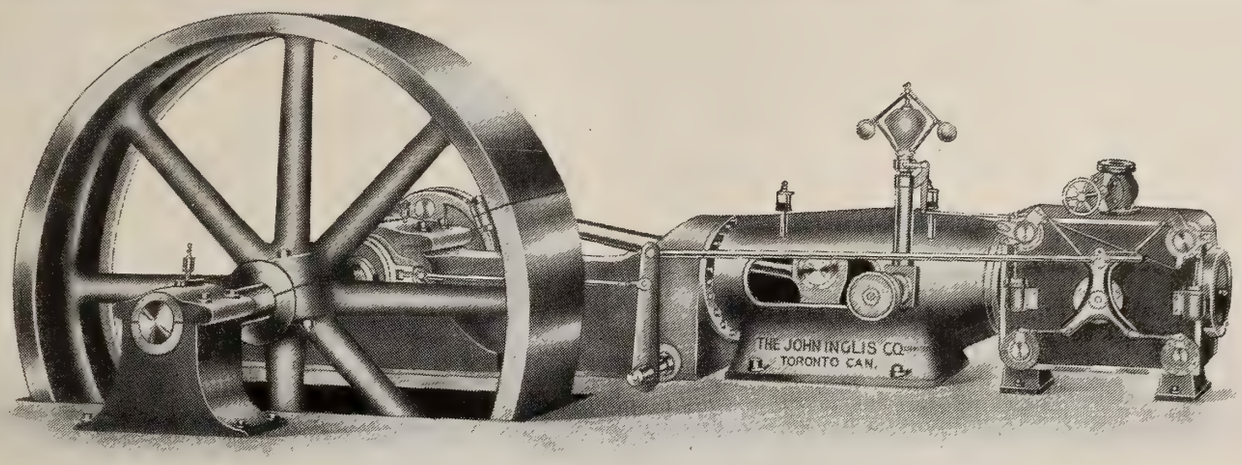
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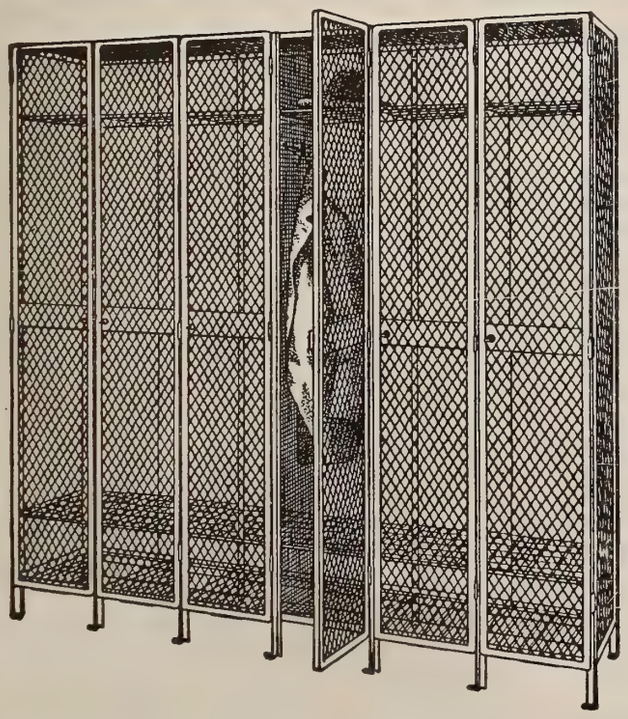
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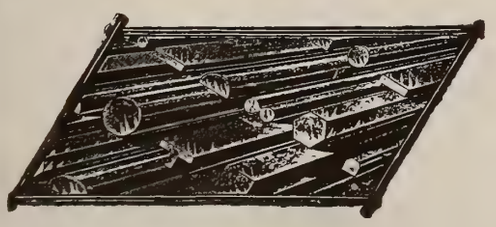
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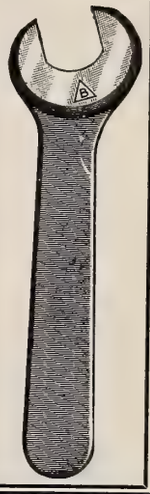
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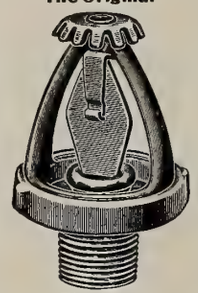
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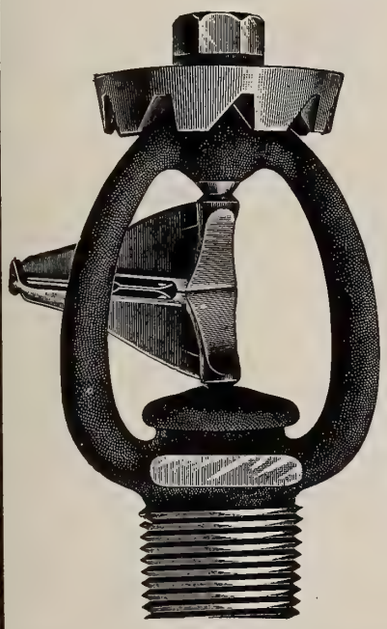
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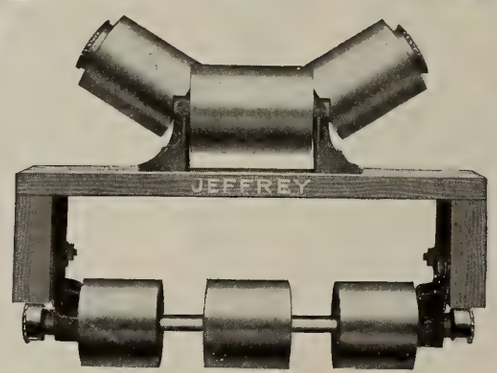
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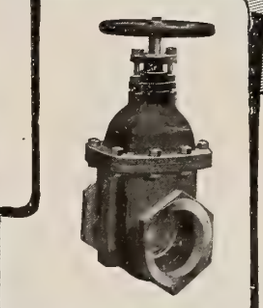
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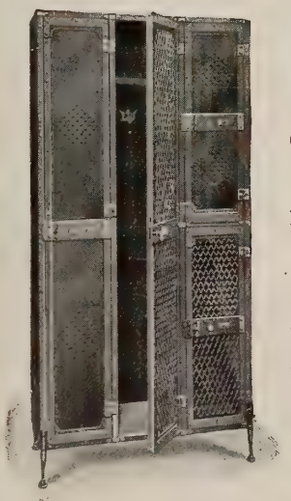




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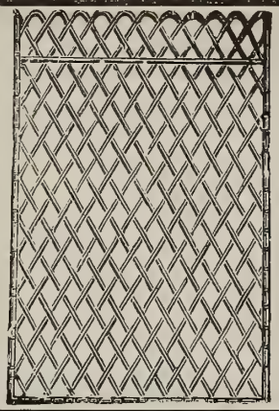
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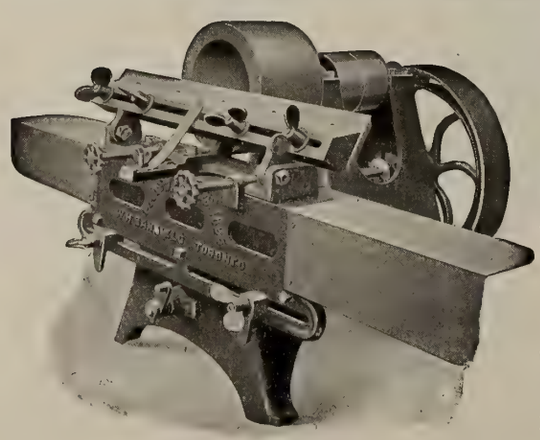
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Cut Exact to Size



Design Patented

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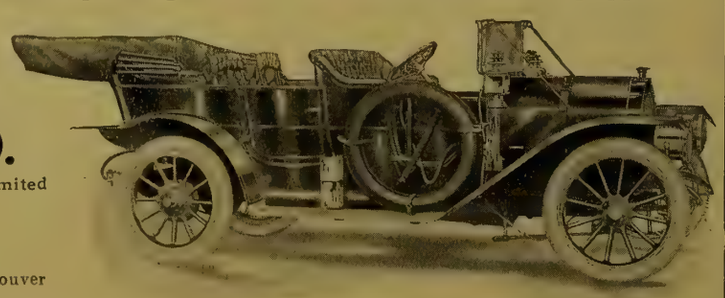
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WEST TORONTO

Makers of High Grade Automobiles

BRANCHES: Toronto, Hamilton, Montreal, Winnipeg, Calgary, Vancouver
Melbourne, Australia

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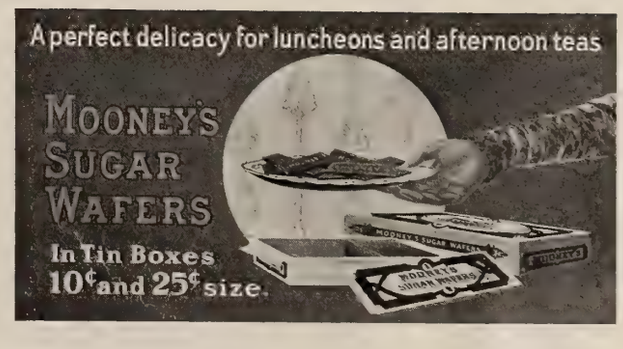
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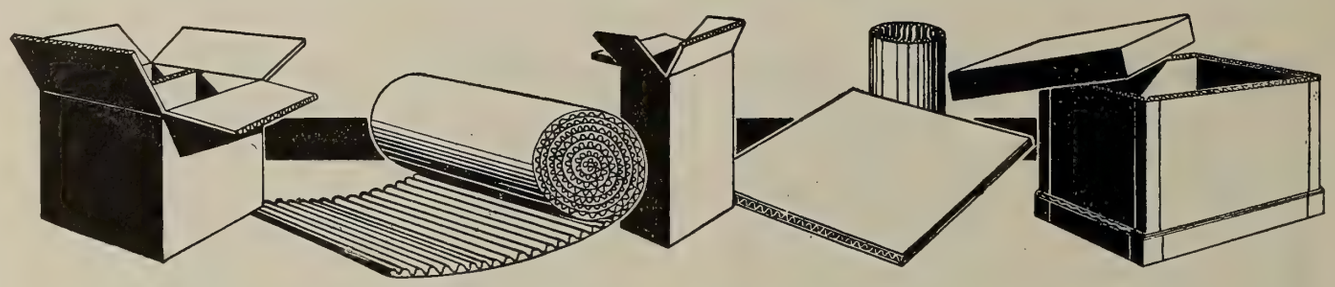
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We are shipping more *Shafting Hangers* and *Pulleys* now than ever before. One job seems to sell another. People like our goods. They ought. We are the largest and best in the business.

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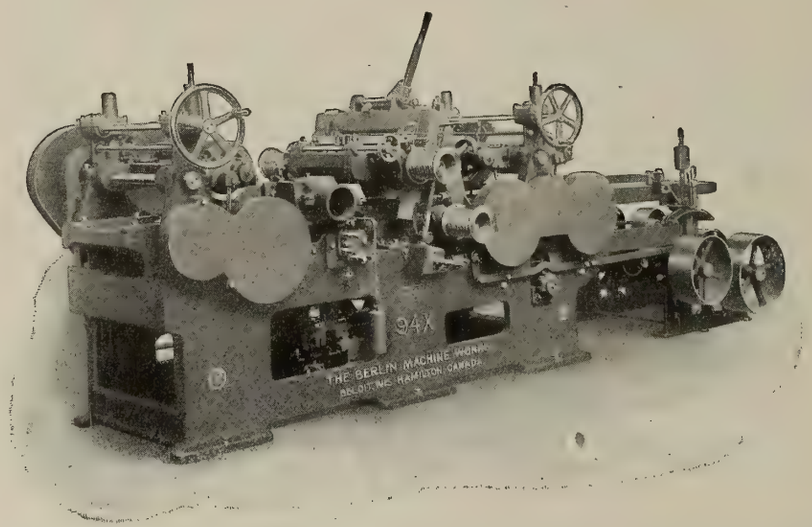
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DODGE MANUFACTURING CO.

TORONTO MONTREAL

Berlin Quality Counts

94X Fast Feed Planer and Matcher



THE 94x is not the highest priced matcher on the market. It has features which cannot be found elsewhere, yet we are not asking as much as you can pay for other machines on the market to-day.

In the 94x you are offered the following features which are distinct advantages over all other flooring machines :

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2. A matcher, the construction of which is such as to absolutely prevent the tearing out of knotty or cross-grained places, thereby raising the grades.
3. Cylinder and side head construction of proven capacity. And we furnish eight or twelve bitted side heads designed by ourselves.
4. A side head mechanism which cannot be choked down at 200 feet per minute.

And notwithstanding that you are offered the above as a fair representation of what you purchase, the actual cost in dollars and cents is less than some other machines offered you.

One 94x will actually turn out more well finished lumber than three ordinary matchers because it runs steadily hour after hour and not several hours with tie-ups for break downs and time losses for sharpening knives.

A short time ago a firm put in *one 94x to do the work of four light machines.* Consider the saving in labor. The expense of maintaining the 94x is also less because there are fewer parts to give trouble. We would like to show you where the 94x matchers are going in. A circular will give you all the details and show you why the machine is making such a success.

BERLIN MACHINE WORKS, Ltd.

HAMILTON, CANADA

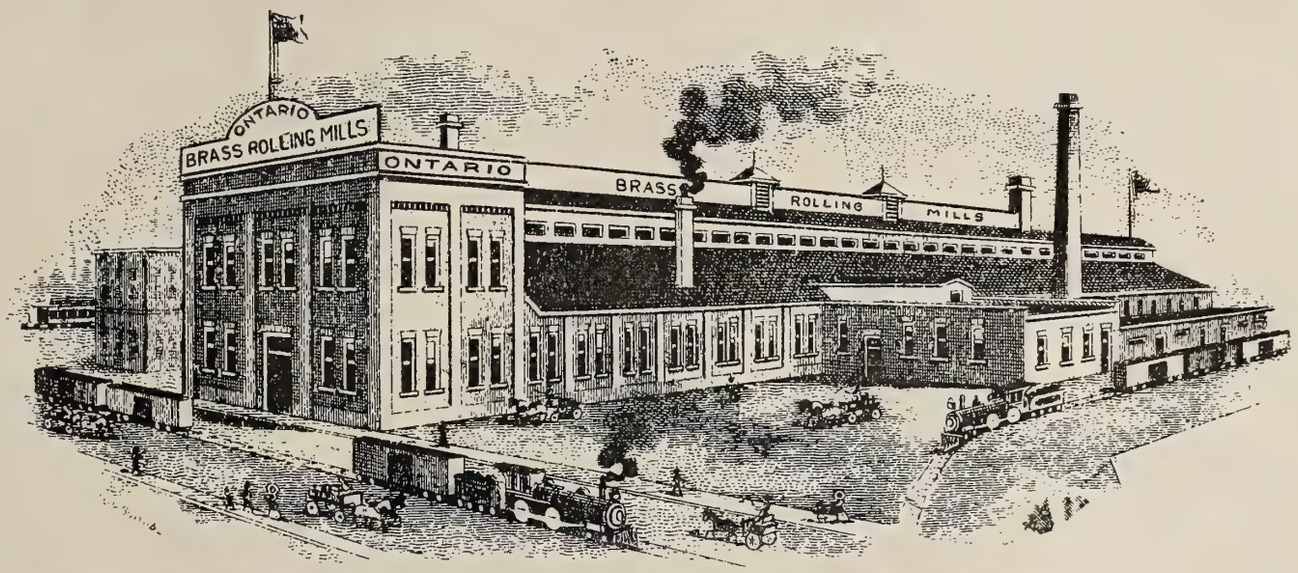
Builders of Berlin

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LIMITED

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Limited

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Head Office: VANCOUVER, B.C.

Oldest Established Mill in British Columbia

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Try our exceptionally Good Grade of **1 x 3 Edge Grain Flooring and 5-8 x 3 Ceiling.** It looks much nicer and makes a better Job than the Wider Material.

We can ship promptly Sash, Doors and Mouldings, in Mixed Cars with ANY KIND OF LUMBER, Dimensions and Uppers, Fir, Cedar or Spruce. We have big stocks. Send us your orders and they will receive prompt attention. We are Manufacturers and Wholesalers only and do not operate and have no financial interest in any retail yards.

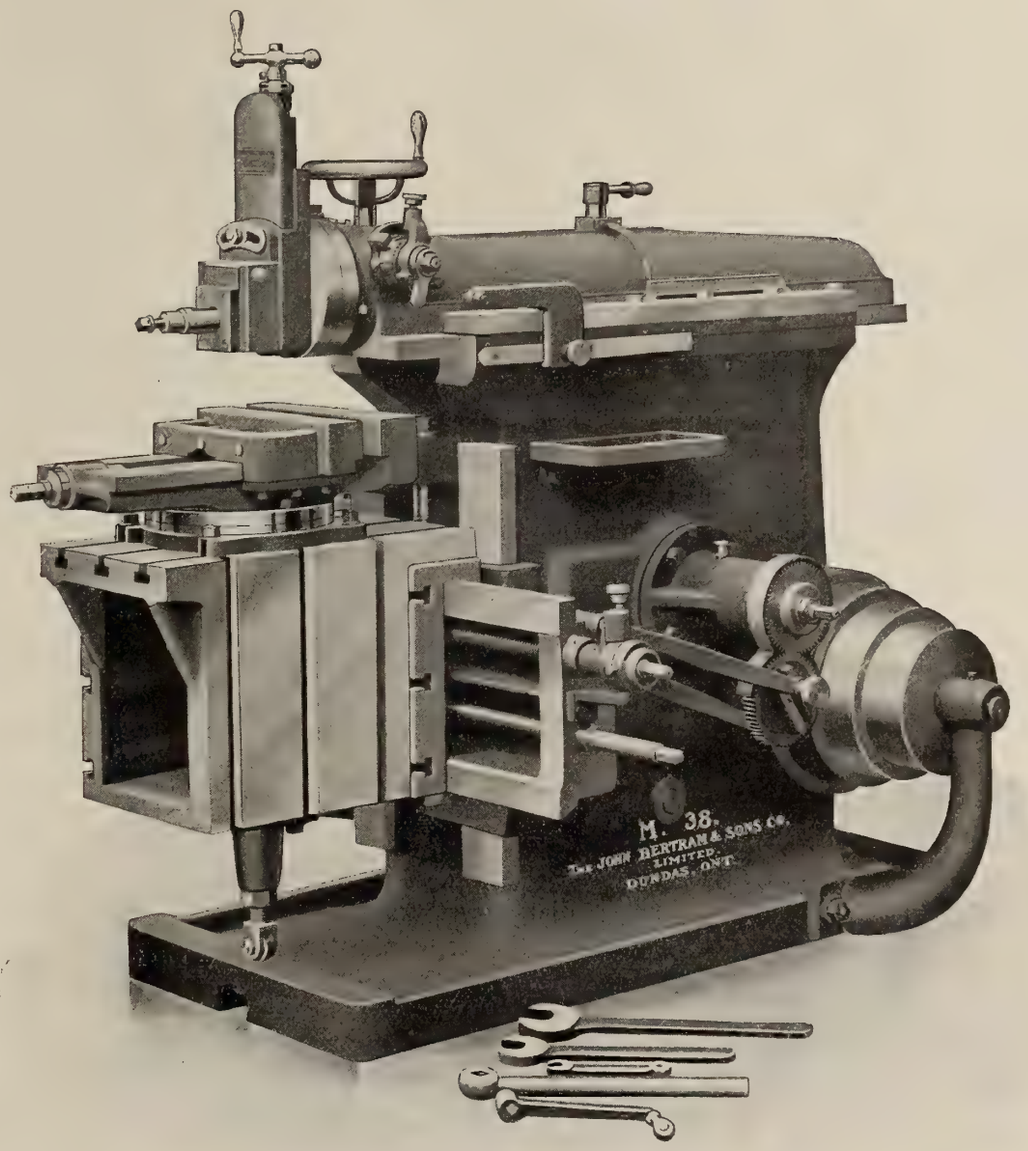
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Of Heavy and Powerful Design

With Extension Base, Power Down Feed to Head and Outer Support to Table.

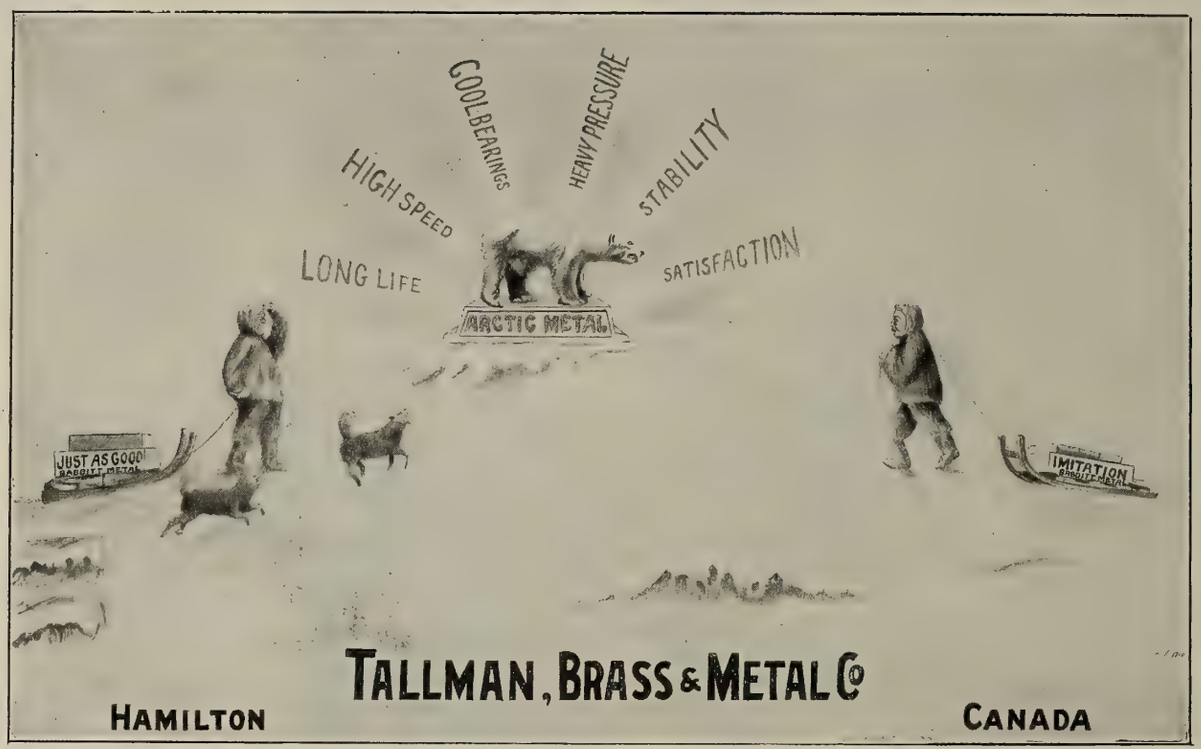
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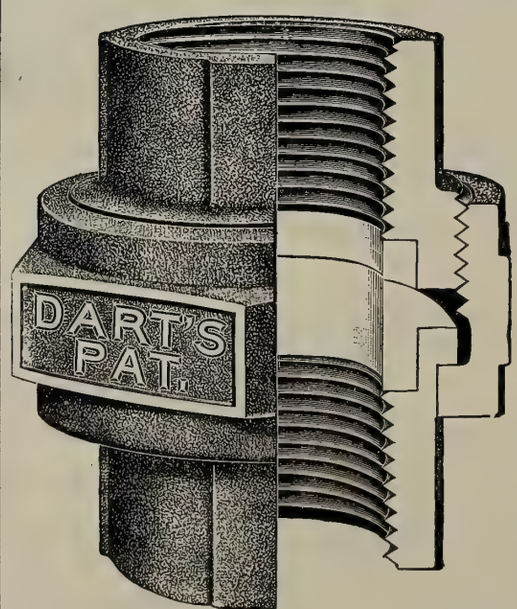


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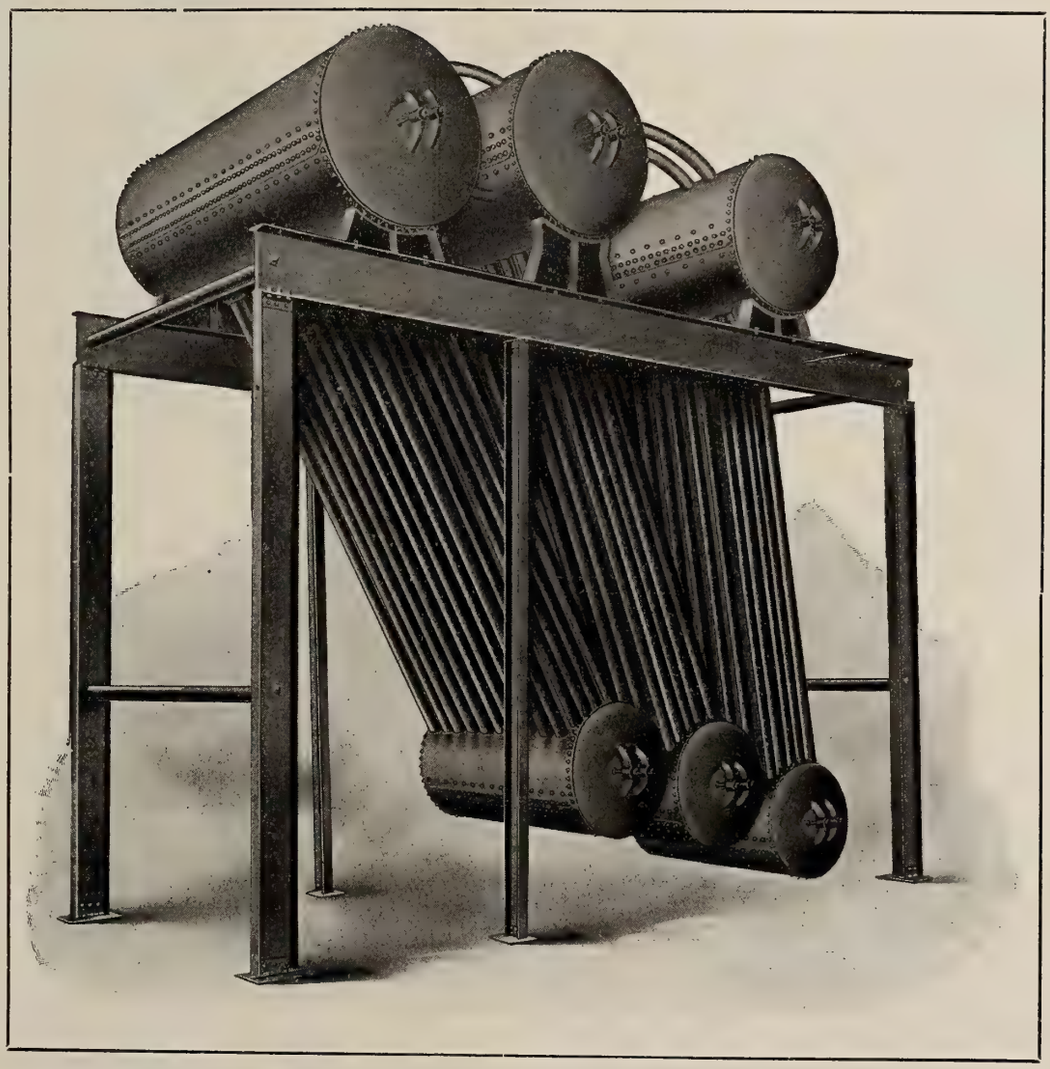


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No. 107,380, Sept. 10, 1907, Cutter Head Knife Sharpener.
No. 108,490, Nov. 12, 1907, Band Saw Tensioning Device.
No. 109,194, Dec. 19, 1907. Adjusting Means for Planer Heads.
No. 109,845, Jan. 24, 1908, Adjusting Means for Planer Heads.
No. 110,216, Feb. 11, 1908, Variable Speed Mechanisms.
No. 110,217, Feb. 11, 1908, Variable Speed Devices.
No. 113,311, Aug. 4, 1908, Driving Mechanism for Planers.
No. 113,478, Aug. 11, 1908, Sanding Machines.
No. 115,919, Jan. 5, 1909, Knife Holder for Cutter Heads.
No. 117,080, Mar. 9, 1909. Multiple Board Gauges.
No. 120,467, Sept. 14, 1909, Multiple Gauges.
No. 120,468, Sept. 14, 1909, Locking Mechanism for Gauging Devices.
No. 120,610, Sept. 21, 1909, Feeding Mechanism for Saws.
No. 121,235, Oct. 12, 1909, Feeding and Adjusting Mechanism for Saws.
No. 121,236, Oct. 12, 1909, Adjusting Means for Saws.
No. 122,023, Nov. 23, 1909, Adjusting and Grinding Planer Knives.
No. 122,172, Nov. 30, 1909, Feed Rolls for Planers.
No. 122,341, Dec. 7, 1909, Holding Device for Planer Head Bits.
No. 123,041, Jan. 4, 1910, Cutter Heads for Grooving Machines.

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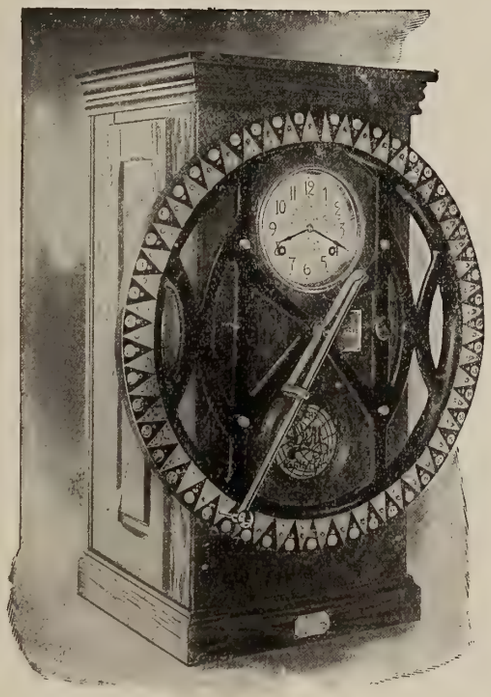
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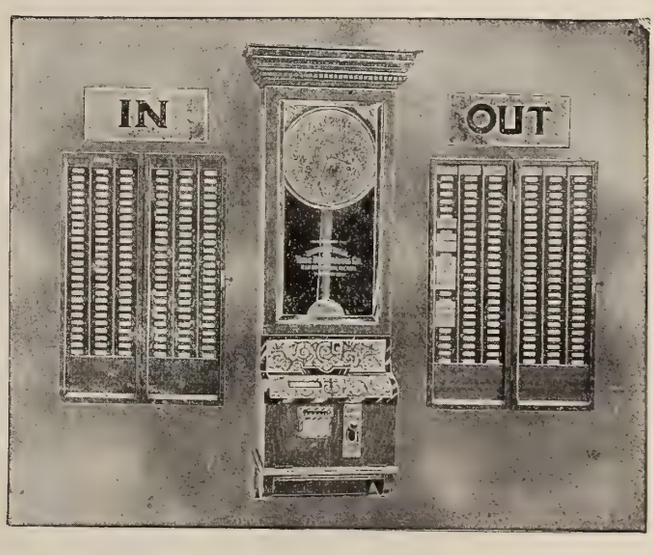


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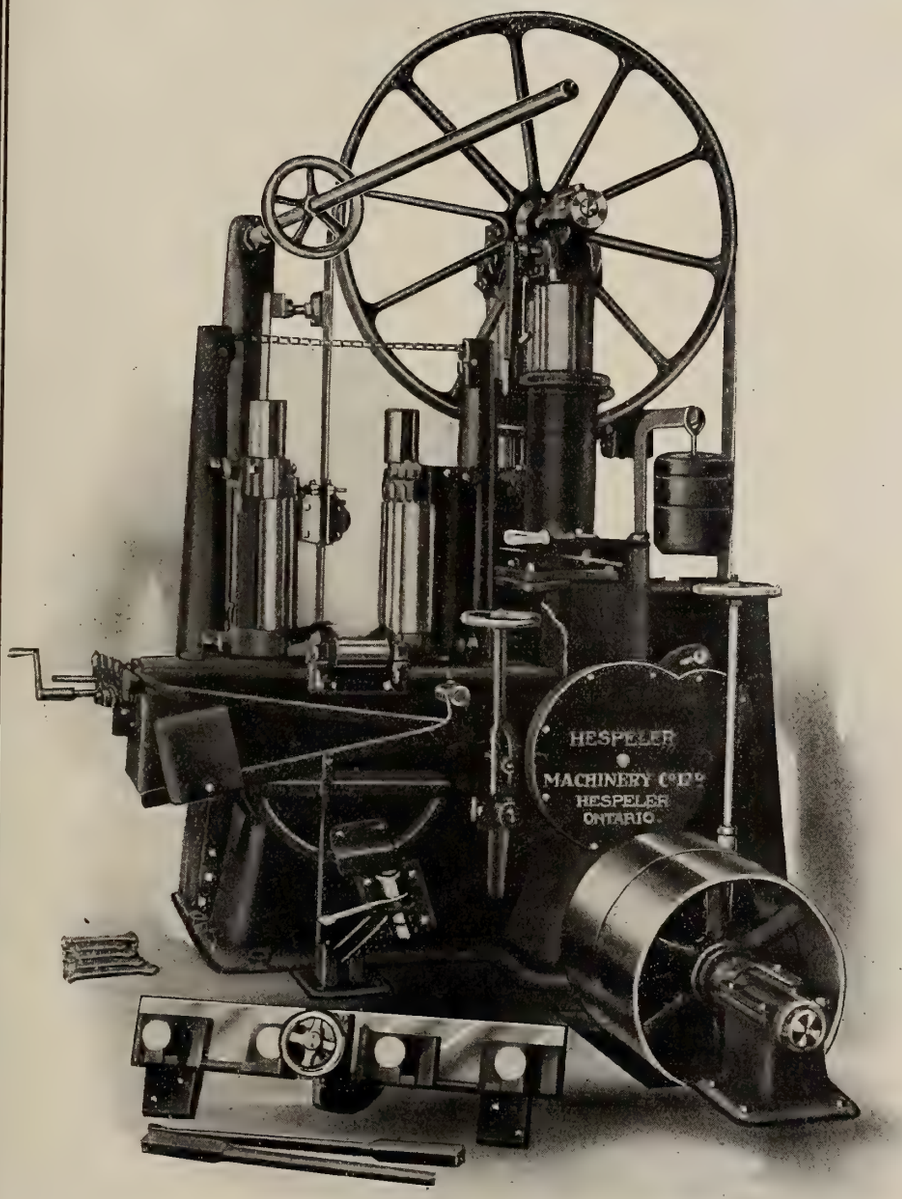
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ROBERT KERR PASSENGER TRAFFIC MANAGER
MONTREAL.

Service and Satisfaction Come to the Users of

Hespeler Band Resaws

They Work even Better than They Look



Made in three sizes carrying saws 3, 4 and 5 inches wide. They embody all the newest conveniences and attachments for any kind of resawing within their capacity. They have ample power both on the blade and on the feed works for all important demands. These are some of their important features :—

The Frame is cast in one piece, cored out hollow underneath, is heavily ribbed and perfectly rigid:

The Wheels are cast solid of ample strength, and are so designed as to give a large factor of safety when running at the tabulated speeds. The lower wheel (it will be noticed) is very heavy with a solid web in the centre. Faces and Edges of both wheels are accurately ground on their own journals and balanced as near perfectly true as human ingenuity will permit.

The Feed Works are driven by belt and changing from one feed to the other can be accomplished by simply turning a hand wheel one quarter of a turn. Each machine has five changes of feed.

The Rolls are driven by spur and bevel gears all cased in. All gears cut from the solid and as near noiseless as possible.

Six Feed Rolls carry the stock to the saws all of which are driven by gears cut from the solid. The right hand rolls are rigid in their boxes, but the left hand rolls have enough elasticity to grip all uneven stock.

The Self-centreing Attachment is so arranged that by one movement of handle the rigid roll becomes adjustable so that you can have a complete self-centreing machine, or by one movement of the handle the right hand roll becomes rigid again. This does away with the use of a wrench in making the machine self-centreing.

The Rolls will tilt from 0 to 1 inch in 6 inches to allow for the successful sawing of clap board and general bevel work.

The Tension on the blade is accomplished by double acting knife balance levers with detachable weights.

The Guides have adjustable hardened steel back flat rollers with front and side blocks, adjustable or planed ways. The upper one is counterweighted and instantly adjustable vertically to the width of the stock.

The Saws run within 1 inch of the centre of the back roll, cutting the stock while it is firmly held. When doing bevel sawing the feed works can be drawn back by a lever to prevent the saw striking the rolls and the safety lock is so arranged that the rolls can not be tilted until the feed works are drawn back from the saw.

Cleaners are provided on both wheels. A packing box is attached to the lower wheel guard, which should be kept filled with oily waste to soften the gum which often collects.

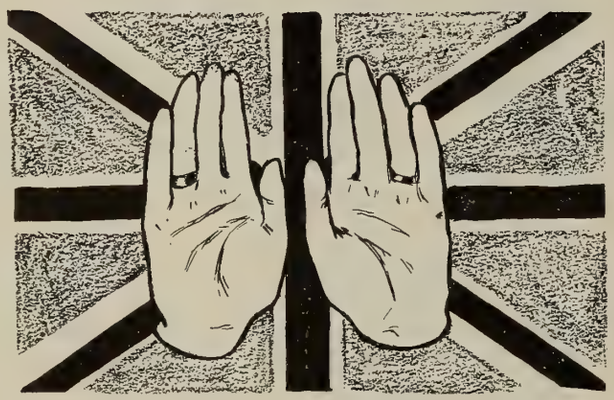
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The automobile you buy will likely be equipped with Dunlop Tires, but in any event you may have Dunlop Tires put on without extra expense.

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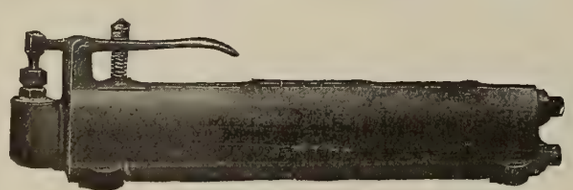
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(Patented)



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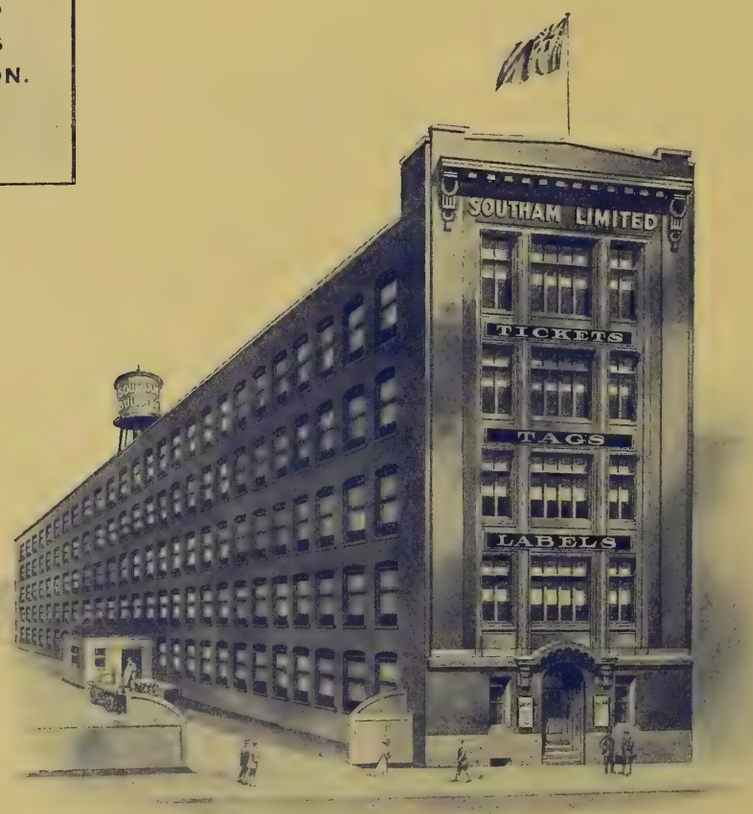
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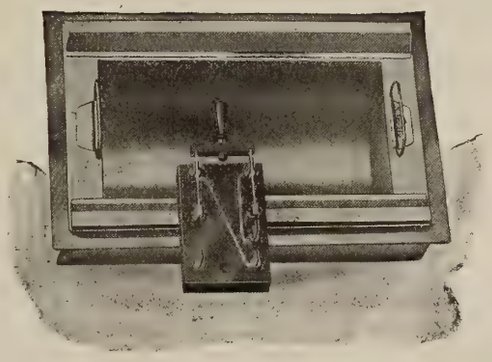
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ROLLS

For Preparing Horse Feed

In every stable containing over 15 horses it pays to use Crimped Oats as 15 per cent. less quantity is required. : : : :

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RUNS WITH LIGHTEST POWER

GIVES NO TROUBLE

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ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, MARCH, 1910 | No. 8

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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TORONTO

General Secretary: G. M. MURRAY.

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COMMENT OF THE MONTH.

The Canadian-German Agreement.

ATTENTION is called to a special article on another page of this issue, in which Mr. R. W. Breadner, Manager Tariff Department, C. M. A., discusses the new Canadian-German agreement. Without summarizing the article in any way, we would refer specially to the list of twenty-five articles which we can now export to Germany under the conventional rate. After each article is given the amount of our exports in 1908, when we were subject to the general tariff, and also the exports of the United States, which enjoyed the lower rates of the conventional tariff. Mr. Breadner's summing up of the situation in two paragraphs, at the close of his article, should be read carefully by every manufacturer.

Eastern Route to Australia.

ARRANGEMENTS have been practically completed by the Canadian Government for a direct steamship service between Eastern Canadian ports and New Zealand and Australia. The service, we understand, will consist of monthly sailings from Montreal in summer and from St. John and Halifax in winter. The Government will grant a subsidy of $10,000 for each sailing. For many years it has been recognized that a satisfactory trade with Australia depended largely on establishing a suitable service from Eastern Canada. The Canadian Manufacturers' Association has more than once placed itself on record as favoring such a service. With New Zealand particularly, which offers us special tariff considerations, an increased trade should spring up as a consequence of the improved transportation conditions.

Picketing Declared Illegal.

THE mills of the gods grind slowly, but they grind exceeding fine. Sometimes the ordinary layman grows impatient of the law's delays and he cries out for the product of the mills, careless of whether or not it be of the requisite fineness. Yet there is much to be said for the exact, though leisurely, dispensation of justice as we find it in this law-abiding, if not law-loving, country. For instance, in the case of the plumbers' union and the master plumbers of Winnipeg, which has arrested the attention of various courts in Canada during the past few years, finding its way at length to the court of last resort, the Privy Council, a decision has finally been given which establishes a principle of elementary importance. One man may employ another and the second may work for the first, without interference on the part of a third. This principle would not appear to require much argument for its establishment, yet it involves a most contentious question of trade union tactics. The picketing of a plant which is being subjected to a strike, with the persuasion which under the circumstances partakes largely of intimidation, has been a powerful weapon in the hands of strikers. It means much that where an employer offers a certain position under certain conditions and a workman is willing to sell his services under those conditions, they should be at

liberty to enter into such an arrangement without outside interference. When a farmer brings to market a load of grain it would be intolerable and inconceivable were an outsider to come between him and the grain buyer and protest against the sale of the wheat on the ground that the farmer had worked before breakfast or had refused to give the hired man a Saturday half-holiday. The idea is ridiculous. Of course, it is. But wherein does it differ from the case of the picketer who is also an intimidator? The right of contract between buyer and seller must be preserved.

The Cost of Living.

THE anti-meat league, which represented a hard-headed protest against what were considered excessive prices for that food product, has given place to a more rational treatment of the "increased cost of living" problem. In the United States the members of the most powerful committee of the House of Representatives have been instructed to make a thorough investigation into the subject, calling such witnesses as they deem necessary, examining books and records, and finding out if any laws of the country have been instrumental in disarranging the ratio of individual revenue and expenditures. That, however, conditions are not local and that the increase in living costs is not the result of any one nation's laws, seems conclusively proven by the fact that the occurrence of increased prices is general and holds as much in European countries under various fiscal and legal systems as in America, where, again, there is a great diversity in laws. The basic fact is that the output of gold from the world's mines has been enormous during the past few years, and obedient to the law of supply and demand its price, that is the amount of goods or service that it will buy, has steadily declined. As the amount of wheat or meat or furniture that a dollar will buy has decreased, it becomes necessary for the average man to spend more dollars to keep alive, to buy his food and clothing and to pay his rent. Where a man's revenue and expenditures were formerly running neck and neck, a change had to take place if he was not to be overcome in the race for life. A demand for an increase in wages followed. In self-defence employers were compelled to advance the price of their service or products, causing of necessity another increase in the cost of living. And so the wheel has turned. Two important elements in the fixing of prices, however, must be especially considered. James J. Hill has more than once maintained that the cost of farm products was abnormally high because farms were not economically cultivated. They did not produce what they might, because of unscientific and slovenly methods of farming. The law of supply and demand holds here as elsewhere. If fifty per cent. more wheat were produced than at present, farmers could and would reduce the price per bushel. The other disturbing element is the demand for unreasonable advances in wages, coupled at the same time with a decrease in productivity, either by means of shorter hours or less output per hour. It is against this latter that an outcry has gone forth from those who have to pay the increased prices, but who cannot enforce a commensurate remuneration. A knowledge of the facts which influence the cost of living must be the first step in a rational effort to bring that cost more into harmony with the average revenue earning capacity. This we may expect to get from the enquiry which has just been instituted in the United States.

A Western Excursion.

VANCOUVER has been selected as the convention city for 1910. The announcement that the Canadian Maunfacturers' Association will cross the continent to hold its annual meeting this year will be received with enthusiasm by the many members who look forward to the convention as being not only a business gathering, but no less an excursion at which friendships of previous years are renewed and new ones made. While this has been the case in previous years, it is believed that the immense interest of the trip through the wheat fields of the middle West, through the gorges of the Rocky Mountains and on to the Pacific coast, will induce a larger number than ever to join the party. A special train will carry the members west. Arrangements have been made for stopping at a number of places of interest on the route, including Port Arthur and Fort William, Winnipeg, Portage la Prairie, Brandon, Regina, Moose Jaw, Calgary, Banff, Laggan, Edmonton, Saskatoon and Sault Ste. Marie. Full information in reference to the trip will be given out later.

British Settlers for Canada.

ADVANCED colonization is being worked out in the Canadian Pacific Railway Company's new land settlement proposition, which has just recently been laid before the British people. The company supplies the land for British settlers, erects sufficient buildings for their immediate needs, and does the preliminary pioneer work, in the way of breaking a part of the holding and preparing it for seeding. For this service the regular charge is made for the land and the cost of improvements, payment for the whole to be spread over a period of ten years. The district to be so settled comprises a large part of the irrigated region, which was described in a recent issue of INDUSTRIAL CANADA. The ready-made farm idea is novel. Heretofore the hardships attendant upon the settlement in a new country, where conditions were far different from home, and where one or two years were taken up in preparing the land for the crop, deterred many an admirable settler from taking the plunge. Colonization has always meant the placing of people on a piece of land and encouragingly bidding them carve out a home for themselves. Whether or not the people were suited for farm life, whether or not they could weather the storm of difficulties and privations of the first few years, were not very closely investigated. Conditions even for the ordinary settler taking up a homestead provided by the Government are steadily improving. The astonishing increase in railways throughout our Western country has brought within

civilization huge areas that but a few years ago were inaccessible and apparently valueless. Transportation more than anything else has put Western settlers on an equality with the farmers of the older provinces. Access to the market both for buying and selling has not only made life pleasant, but has also brought an abundance of general prosperity. Under the C.P.R.'s new system all the advantages of the older settlers will belong to the newcomers on their arrival, while the country will profit by a large influx of British citizens to form the leaven for the great foreign population who, admirable as they are, are still without knowledge of British institutions and principles of life. And above all questions of national wealth or mass of population must ever come the character of our citizens. Canada may become populous, she may become rich, but she will not become great if her citizenship is not sound. Therefore we welcome the Canadian Pacific Railway Company's scheme for colonizing a part of their land with selected British settlers.

Value of a Surtax.

NOT in any spirit of vindictiveness did Canada put on a surtax of thirty-three and one-third per cent. over the ordinary tariff goods coming from Germany. When Germany decided that we were discriminating against her in granting to Great Britain a tariff preference, and when she followed up that decision by refusing to Canada her most favored nation treatment, we used the one weapon which appeared feasible at the time to compel her to recede from what was considered an unfair and unjustifiable position. We set up a duty over and above the general tariff to apply to countries which refused Canada most favored nation treatment, and specifically, of course, Germany. That a tariff is a successful weapon of warfare must be admitted. Germany after a few years' experience has climbed down from her position. In the face of greatly expanding purchases by Canada, German trade not only made no advances, but actually shrunk during the succeeding years. We are not so much interested now in that phase of the question as in the prospect of again needing to use the same means to fight an adverse tariff. On March 31st Canada goes under the maximum tariff of the United States. Unless the Customs Board, which was formed to advise the President, decide before then that Canada is not discriminating against the United States, or, in other words, unless that Board decide that Canada is giving the United States treatment which is reciprocal and equal, the maximum rates will continue after April 1st. Under those circumstances Canada's surtax will go into effect. It will be interesting to see how long it will take the United States to learn the lesson that Germany has just learned.

Not Too Severely Muzzled



HANS (who has had experience): "Take care not to excite dot dog, Sam."

Conservation and Development.

ECONOMICAL housekeeping by the nation has become a popular demand. A few years ago it didn't seem to matter much if a few square miles, or a few hundreds of square miles for that matter, of timber was sacrificed to the god of fire or the demon of carelessness. If the richness of the soil were squandered by ignorant farmers, covetous of the present, well, the farmer would suffer, he would learn in time of the need for conserving the soil. If the fisheries were worked with prodigal methods for the enrichment of the present, fingers were pointed to the annual statement showing the value of the year's catch constantly increasing. What was there to fear so long as the production was climbing upwards? When a man has a coal mine in his back yard he doesn't sift his ashes. A change has come. Whether it be a case of making a virtue of necessity, a feeling of the pinch of high prices and insufficient supplies, or a real sense of responsibility towards future generations, certainly a public conscience has been aroused. It will not be safe in the future for any Government to dissipate the national wealth or to permit individuals to do so. The appointment of the Commission of Conservation was an acknowledgment on the part of the Government of the strength of this public feeling. In permanent importance its work is excelled by no body in Canada. Conservation extends beyond the pres-

ervation of our natural resources in perpetuity. In a wider sense it has to do with making those resources as valuable and profitable to the people of Canada as possible. Not only will the nation benefit by improved agricultural methods, by increasing the quantity and quality of the output, but it will benefit no less by improving and developing the various natural resources and by advancing them to higher stages of development by manufactures. They are conserving the resources of Canada who would keep the timber in the country until it is turned into furniture or wood products, or who would smelt the ores and work the product into machinery, just as much as are those who would protect the forests or fisheries. The mere possession of these resources is not enough. They must be properly worked if the nation is to get from them the maximum benefit.

Labor and the Cost of Living.

THE STAR, Toronto, in discussing an article in the February issue of INDUSTRIAL CANADA, by Prof. Adam Shortt, on "Capital and Labor and the Cost of Living," questions the statement of the writer that the cost of living has gone up in response to a consistent increase in workmen's wages. "Where the articles are imported, or made under conditions of manufacture on a larger scale," says Prof. Shortt, "prices have increased but moderately or not at all." The *Star* deduces from this statement the assertion that factory workers are excluded from consideration. "By excluding the great body of factory workers," it says, "he (Prof. Shortt) weakens considerably the force of the contention that high prices are due largely to high wages." Such a meaning can scarcely be taken from the sentence quoted. The point that was made was this, that where the value of an article was made up largely of the cost of Canadian labor, the cost of that article had during the past decade increased largely, from the fact that the important element in it, labor, had increased. On the other hand, in imported articles, which contained no Canadian labor, there was no such proportionate increase. To illustrate this Prof. Shortt took the case of buildings, in which the chief cost is labor. These have gone up seriously in price, as indeed they were bound to do when bricklayers were receiving fifty or sixty per cent. more for their services, and carpenters, plumbers and other mechanics likewise. But where employers were able to increase their service, such as in the case of transportation companies, or to introduce economies, as have some classes of manufacturers, in spite of the increased wages, there has been little or no increase in cost to the consumer. Such, too, is the case with goods coming from foreign countries where labor has not been so insistent in its demands for more. Prof. Shortt does not exclude factory workmen in his discussion. On the contrary, they are included in the statement that wages have increased from twenty-five to sixty per cent., and if the illustration was drawn from the work of builders and not factory men, it was merely that the case was more familiar and concrete to all readers than one drawn from a specialized industry. Prof. Shortt makes it very clear that Canada cannot go ahead indefinitely in its present course without jeopardizing the national prosperity.

Control Water Powers.

A RESOLUTION, affirming the policy of the Commission of Conservation in respect to water powers, was adopted at the recent meeting held in Ottawa. The Commission urged "That in future no unconditional titles to water powers should be given, but that every grant or lease of powers should be subject, among others, to the following conditions:

" (1) Development within a specified time.

" (2) Public control of rates.

" (3) A rental with the power to revise same at a later period."

The resolution will, we believe, meet with the approval of the country. The policy which is most needed in Canada at the present time is not a selfish exclusion of individuals from the enjoyment of the benefits of our natural resources, but a sane development of them under proper governmental control. Canada may retain a supply of timber for all time to come by either one of two methods, either by prohibiting the cutting of trees or by having them cut under proper conditions of reproduction. There can be no doubt about the wisdom of the second course. Our water powers, however, do not come under the category of trees which must be reproduced, or minerals which can be taken from the earth only once. The harnessing of a river and the transforming of its energy into electrical power does not take away from its value a hundred years from now. Therefore, more than in the case of any other of our natural resources, it will conduce to our wealth to have our water powers developed as soon as possible. The Commission of Conservation, while recognizing this eminently desirable condition, would provide that the general public should reap the benefit for all time to come of the advantages with which the country has been endowed. This can best be done by leasing rights to bona fide development companies, subject to Government control of rates.

Ontario's Telephone Bill.

OF the regulating of corporations there is no end. A bill has been introduced into the Ontario Legislature, under the provisions of which all telephone companies will be placed under the jurisdiction of the Ontario Railway and Municipal Board. This local board is gradually attaining all the rights and prerogatives in its lesser sphere that are enjoyed by the Board of Railway Commissioners in the bigger arena. The present bill, if it is adopted, will place the board in control of rates and service. The enforcement of duties in accordance with acts of incorporation or special contracts with municipalities or individuals will devolve upon it. Notwithstanding any

Act heretofore passed by the Legislature, all telephone tolls to be charged by any company shall be subject to its approval. It may order two companies in adjacent territory to provide intercommunication, and a reciprocal service. A special clause covers the case of companies combining or establishing a monopoly. Under such circumstances an increase in rates can be enforced only after it has been approved by the ratepayers voting on a by-law.

* * *

Public utilities are steadily being placed under public control. This is just a single element in a general movement which has been more or less active for several years. The most interesting problem in connection with it is the question whether the present movement for the control of public services is a half-way step in the march from private to public ownership, or whether it is an alternative to public ownership and shall eliminate or indefinitely postpone the agitation towards that end. It would seem likely that, up to a certain point at any rate, the latter should be the case. So long as the services which the public are brought into intimate connection with are through effectual control kept satisfactory, there should be no widespread agitation for public ownership. It has been said that the man with a full stomach will never become a Socialist. It is no less true that the man who gets a seat in a street car and is taken home expeditiously and at a reasonable cost will never become a public ownership agitator. Therefore, even in the interests of the companies which are directly affected by such legislation, regulation and control have their value. Few, even among railway men, criticise the idea of a Railway Commission. While making conditions much more satisfactory for the shipper, it has eliminated to a large extent the soreness against the companies which formerly existed and which if continued would undoubtedly have ended in an agitation for government ownership. Such an agitation to-day would have small general support.

The bill which is now up for discussion can scarcely be considered an infringement on the rights of capital.

Two Considerations



UNCLE SAM: "Have I a license to shoot—and if I shoot will there be a recoil?"

Supply of Cars and Business Activity.

THE last statement of car surpluses and shortages issued by the American Railway Association, February 16th, 1910, contains some interesting statistics. Taking all roads in the United States and Canada together, it shows a decrease in the surplus of 6,087 cars, with an increased shortage of 4,579 cars. The decrease in surplus is principally in box, while more than half of the increase in shortage is made up of coal cars. The demand for the latter class has been quite active, weather conditions and congestions attributable thereto having retarded the movement to such an extent as to seriously affect the car supply. The principal surplus is in the West and Northwest, whilst the Eastern, Middle and Southern territory report the largest shortage. To show to what extent trade is improving, the grand total of surpluses and shortages on all lines in the United States and Canada was, on July 21st, 1909, as follows: Surpluses 243,354 cars of all kinds; of this 116,221 were box cars. The shortages were 339, of which 106 were box and 169 flat cars. On February 16th, 1910, the surpluses were 45,513 cars of all kinds; of this 14,990 were box, 8,660 coal, gondola and hopper, 6,447 flat and 15,416 other kinds. The total shortages were 31,204 cars of all kinds, of which 15,448 were box, 1,243 flat, 10,871 coal, gondola and hopper, and 3,642 of other kinds.

Separating Canadian lines from the above, the situation is as follows: On July 21st, 1909, there was a surplus of 9,820 cars of all kinds, of which 7,189 were box, no shortages; on February 16th, 1910, there was a surplus of 4,521 cars, of which 1,755 were box, 1,518 flat, 87 coal, gondola and hopper, 1,141 other kinds; and shortages of 1,113 of all kinds, made up of 1,039 box and 71 of other kinds. If these records are to be relied upon, then there was only a surplus of 616 box cars available in Canada on that date. At no time since December 23rd, 1908, has the surplus been so low as at the present time, except between September 29th and November 24th, 1909, when grain was moving. Probably a better idea of the situation can be gathered from the fact that on February 17th, 1909, just a year ago, there were surpluses of 19,740 cars of all kinds on Cana-

dian roads, of which 11,622 were box, with no shortages reported, whereas on February 16th, 1910, there was a net surplus, all kinds, of 3,408 cars, of which 616 were box, 1,518 flat, 87 coal and 1,067 other kinds. The present winter in Canada has been very favorable to railway operation, so that it is safe to say that weather conditions have not materially influenced the surpluses, and that the comparisons, taking the actual figures, are a fair indication of the improvement in trade generally.

What Interswitching Order Means.

DISPUTES have arisen from time to time in regard to the application of Sections 3 and 4 of Order No. 4,588 of the Board of Railway Commissioners, dated July 8th, effective September, 1908, which order, it will be remembered, was made upon the application of the Canadian Manufacturers' Association. Some of the railways have interpreted the order as applying only within one terminal. This has given rise to a number of claims. In order to remove all doubt the matter was brought to the attention of the Board of Railway Commissioners with the result that the following circular was issued by the Board:

"Differences of opinion appear to have arisen between some of the railway companies and the public as to the scope of the Order of the Board, No. 4,988, dated July 8th, 1908, known as the General Interswitching Order, and judging from their interswitching tariffs, these differences do not seem to be non-existent as between the companies themselves.

"While of the opinion that the language of the Order is clear beyond misinterpretation, the Board declares that, for the purposes of the Order,—

"(*a*) The maximum interswitching distance is unqualified, and means, as stated, '*any* distance not exceeding four miles . . . . . from the nearest point of interchange,' regardless of the location of the point of interchange, or of station yard limit, or any other limits or boundaries.

"(*b*) Clause 10 of the Order refers, as stated, to '*ordinary* freight service from station to station'; that is, traffic originating at the common point, as distinguished from interswitched joint traffic."

The particular sections referred to are as follows:—

"Upon traffic destined to consignees located upon, or reasonably convenient to, the tracks of the contracting carrier, or to consignees who have customarily accepted the contracting carrier's delivery, or which may be so consigned as not to indicate clearly the delivery required, and which subsequent to shipment is ordered by the shipper, the consignee, or the agent of either, for interswitch delivery involving an additional service by another carrier, and which is so interswitched, the contracting carrier may charge and collect, in addition to its freight charges (including back charges if any), the interswitching toll of the carrier which performs such service, which toll shall not be more than twenty (20) cents per ton for any distance not exceeding four (4) miles, nor more than three dollars ($3.00) as the minimum, and eight dollars ($8.00) as the maximum, per carload.

"Upon traffic destined to consignees located upon, or reasonably convenient to, tracks other than those of the contracting carrier, or to consignees who have customarily required such other carrier's delivery, the contracting carrier may for the interswitching service rendered necessary for such delivery charge and collect an additional toll of not more than ten (10) cents per ton for any distance not exceeding four (4) miles, nor more than one dollar and a half ($1.50) as the minimum, and four dollars ($4.00) as the maximum, per carload; and the interswitching toll of the carrier which performs such service shall not be more than twenty (20) cents per ton, nor more than three dollars ($3.00) as the minimum, and eight dollars ($8.00) as the maximum, per carload, provided that the contracting carrier shall not thereby be required to reduce its revenue below eight dollars ($8.00) per carload."

It is now clear beyond any doubt that the Railway Commission intends that the Order shall govern all traffic switched under the terms of the above sections, whether the destination is within one terminal or not.

Trade With France.

NOW that the French Treaty has been ratified, it behooves Canadian manufacturers to take advantage of the special rates granted under that arrangement for the development of a mutual trade. We are particularly fortunate in having in Paris a British Chamber of Commerce with a section specially devoted to Canadian trade, through the activity of which Canadians have already been brought into touch with the French market. This organization, which was founded in 1872, is made up of the prominent British merchants and representatives resident in Paris, and has exercised in the past a strong influence on international trade. Mr. J. T. Meader Smith, 17 Boulevard de la Madeleine, is Secretary of the Canadian Section, and in a recent letter to the Canadian Manufacturers' Association expresses a most cordial desire to be of assistance to Canadian manufacturers. Reference to the February issue of INDUSTRIAL CANADA will show the articles which can be exported to France under the special tariff treatment of the new treaty.

A New Trade Index.

AN important advance will be taken in the publication of the Trade Index, by the Canadian Manufacturers' Association, this year. It has been decided to bring it out in book form and to include in it a complete list of manufacturers, whether members of this Association or not. The aim of the Committee in charge is to make this a reliable buyers' guide for all articles manufactured in Canada. The work will be done under the supervision of a strong Committee, assisted by representatives of the various Sections. In this way it is hoped that the desired accuracy and comprehensiveness will be attained. Members will be supplied with forms on which to enter up details of the lines they manufacture. They will greatly assist by returning these as soon as possible after they have been received.

STEAMSHIP SAILINGS

St. John to Liverpool—
C.P.R. Liner, March 11 and 19.
Allan Liner, March 12 and 18.

St. John to Bristol—
C.P.R. Liner, March 9.

St. John to London—
Furness Liner, March 10.

St. John to Glasgow—
Donaldson Liner, March 10.

St. John to Manchester—
Manchester Liner, March 12 and 26.

St. John to Havre and London—
Allan Liner, March 9 and 23. Calling at Halifax 2 days later.

St. John to South Africa—
Elder-Dempster, March 10.

St. John to Nassau, Cuba and Mexico—
Elder-Dempster.

St. John to West Indies—
Pickford & Black.

NEW PATENTS ISSUED

The following is a list of patents issued by the Canadian Patent Office to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin St., Ottawa, Canada, Russel S. Smart, Resident, from whom all information regarding the same may be obtained.

123491. J. H. Brock, Tyrrell, Ont., ironing boards, J. H. Brock, Clarence William.

129505. H. J. Bushong, Kalamazoo, Mich., temporary binders or loose sheet holders, Kalazamoo Loose Leaf Binders Co.

123518. R. Trorrer, Orillia, Ont., locks, National Hardware Co., Ltd.

123533. Richard A. Haenke and H. O. Haenke, Mount Pleasant, Mich, bean chutes.

123540. W. H. Bice, Maple Lodge, Ont., water feed regulators.

123545. A. Camm, Montreal, Que., hat holders.

123552. Chas. A. Connors, Toronto, Ont., box lid fasteners.

123556. M. Daigneault, Montreal, Que., crude oil stoves.

123575. Geo. Fristand, Carrington, Alta., flush door hangers.

123592. J. S. Hemp, Stratford, Ont., fertilizer distributors.

123596. Ed. B. Lockrem, Buchmann, Sask., Can., sectional harrow.

123599. J. T. Margetts, Harrison River, B.C., gasoline cans.

123603. A. Mitchell, Ottawa, Ont., molds for forming concrete blocks or the like.

123613. Alf. V. Pederson, Ottawa, Ont., apparatus for sterilizing milk, etc.

123614. Wm. H. Perkins, Ottawa, Ont., fuel savers.

123620. Gordon Rail, Giroux Lake, Ont., extensible for supporting stopping platforms or the like.

123631. V. J. Stoaks, Moose Jaw, Sask., Can., combined sheet music holders and display racks.

123634. Geo. Thompson, Toronto, Ont., photographic printing machines.

123638. V. A. Weaver, Three Hills, Alta., oil-cans.

123641. H. A. Wood, Kingston, Ont., valves for pneumatic tires and the like.

INTERNATIONAL EXHIBITIONS

Omsk, Siberia.—The first exhibition in Siberia will be held commencing in September next. The exhibition aims at showing various articles imported into that country, with a view to acquainting the inhabitants with improved tools and machines for agricultural and industrial purposes. The Commercial Intelligence Branch of the Board of Trade, 73 Basinghall St., London, E.C., is looking after the affair for British exhibitors.

Brussels, Belgium.—The Universal and International Exhibition, to be held in Brussels from April till October of this year, is the most important international trade meeting of recent years. It has been referred to on several previous occasions in these columns. Applications for space, etc., should be made to the Commissioner, 34 Rue des XII. Apotres, Brussels. It is worthy of mention that the manufacturers of Great Britain are making very elaborate exhibits of their products.

Buenos Aires, Argentina.—Detailed information may be had in this office of the international exhibition which is to be held in Buenos Aires during the present year. It is recognized as being the most important exhibition yet held in South America. Primarily it is an exhibition of railway appliances and facilities, but in addition there will be an exhibition of hygienic appliances, including medical and hospital supplies and equipment.

Turin, Italy.—As announced in a previous issue an international exhibition will be held in Turin from April till October, 1911.

Allahabad, India.—An exhibition will be opened at Allahabad in December, 1910, of farm implements and manufactures. Further information may be had from the Secretary, United Provinces Exhibition, Allahabad, India.

NEW COMPANIES INCORPORATED

La Cie La Fonderie Roy, St. Anselme, Que.; $40,000; flour mills, woollen mills, saw mills, railway car and machinery manufacturers. Maurice Roy, Donald C. T. Atkinson.

Cie Industrielle de Rimouski, Rimouski, Que.; $49,975; manufacturers of wood products. Jos. A. Talbot, Adelard Pineau, Geo. Marois.

La Manufacture de Briques de Dorchester, Ltee., St. Maxime de Scott, Que.; $19,900; manufacturers of bricks, pipes, pottery, etc. Godefroi Gregoire, J. B. Gosselin, Pierre Gosselin.

L. E. Labrecque, Ltee., Quebec; $49,000; dealers in construction materials, etc. L. E. Labrecque.

The name of the Phoenix Realty Co. has been changed to the Home Realty Co.

Sherbrooke Scale Co., Sherbrooke, Que.; $20,000; manufacturers and dealers in weighing machines, etc. Jos. Frechette, H. Duquette.

W. D. Vidal, Ltee., Quebec; $20,000; merchants, importers and manufacturers of leather. W. D. Vidal.

(Continued on page 803.)

INSURANCE CONDITIONS

What Insurance Policies Cover and to what Extent They Protect

ARE You Properly Insured? is asked as the title of a booklet which has just been issued by Szeliski & McLean, insurance brokers, Toronto. It is a question of first importance to all people, but has special and particular reference to the fire insurance problems which face manufacturers. In accordance with the importance and necessity of insurance is the need for security in it. It is to clarify the atmosphere, to elucidate the conditions on which insurance is written, that the present book has been published.

To illustrate some of the points discussed a few paragraphs might be quoted. An important condition is mentioned as follows:

"Construction and occupancy of building must be correctly stated. In the case of the description of buildings it should be made clear whether the buildings themselves are insured or only the property contained in the buildings. The wording should give their construction, whether of brick or wood, etc., and how roofed, and should state particularly the purposes for which the buildings insured are used; *i.e.*, the policy should state whether the building is occupied, for instance, as a dwelling, or store and dwelling, warehouse or factory, and also describe the class or nature of the goods stored or for sale or manufactured."

Regarding the liability of an insurance company and value upon which a manufacturer can realize in case of fire, the following rules are laid down:

"The insurance company is not liable beyond the actual cash value of the property at the time any loss or damage occurs, and the loss or damage shall be ascertained or estimated according to such actual cash value, with proper deductions for depreciation however caused, and shall in no event exceed what it would then cost the insured to repair or replace the same with material of like kind and quality; said ascertainment or estimate shall be made by the insured and the company, or, if they differ, then by appraisers."

Meaning of Cash Value—Manufacturers.

"In ordinary cases the actual cash value means the market price or value at the time and place destroyed, and the same rule may apply to manufacturers insured; the word 'then' in the limiting clause (see the foregoing) 'shall not exceed what it would then cost the assured to replace,' means just what it says, and not what it would cost the assured to replace from his own factory after delay of manufacturing or reproducing, etc. In ascertaining the amount of loss it is not important or conclusive what insured paid for his goods or property, whether in money or otherwise, or whether given to him. In either event he would be entitled to the benefit of his bargain or gift. The only question is as to the fair cash value of the goods destroyed. The word 'then' may be construed as meaning within reasonable time."

"Where insured is a manufacturer, and property covered is machines manufactured by him, under the limitation in the policy that in no event should the loss exceed what it would 'cost the insured to repair or replace the same with material of like kind and quality,' the measure of damage is not the market value of the property destroyed, but what it will cost the insured as a manufacturer to replace it."

Cash Value—Market Value.

"Cash value of property at time of the fire means what it would cost the insured in cash to purchase property of like kind and quality; or proof of fair market value is the equivalent of actual cash value. Cost of property may be some evidence of value, but is not conclusive; cash value cannot include estimated profits. Evidence of market value and cost of replacing are both admissible, and if they conflict the verdict of a jury is conclusive.

"Damage to property to extent that it is rendered useless for purpose used is destruction of it; if any value remains, the insurance company is entitled to benefit of it, if paid for in full."

To meet peculiar conditions of manufacture special insurance arrangements are necessary. To quote from the booklet:

Distribution Clause.

"(N) It is sometimes impracticable for an insured, who has property in more than one location, to place insurance in such a manner as to cover specific amounts in each location. In case of removal, for instance, from one place of business to another till the completion of removal; or, in a paper mill, what was raw pulp in the machine-room in the morning might be by night finished paper in the warehouse.

"To meet such cases, where values are rapidly transferred from one location to another, the distribution clause is designed.

Distribution is a form of co-insurance, and the clause is usually worded as follows:

"'It is hereby declared and agreed that (in the event of fire) this insurance shall be held to cover and attach in the several (or both) (adjoining or otherwise) buildings (or sections) hereinbefore described, in the proportion that the value in each shall bear to the value in all at the time of such fire.'

"Under this clause the insurance will follow automatically the shifting or changing values to each location, but it will follow and attach only in such proportion of its amount, in any one location, as the value in such location bears to the total value in all locations.

"The distribution clause may be used without co-insurance or in connection with a co-insurance clause. However, we may say there is now less reason for using it with co-insurance, as it has been lately the practice of companies to issue policies at an average rate covering the contents of several buildings under one amount, and applying in place of the distribution clause the 90 per cent. co-insurance clause."

There is much more matter of equal interest and importance contained in the few concise and well-written pages before us. We would recommend our readers to send for a copy, which, we understand, will be sent free on request.

Canadian Labels Recommended.

"Canadian condensed milk companies exporting to South Africa," writes Mr. H. R. Poussette, of Durban, S.A., "would not lose anything by having the words 'MADE IN CANADA' printed in large letters on their tins, or a label bearing these words could be pasted on them. If there is one thing more than another for which the Dominion is noted out here, it is as an agricultural country. These words should not only appear on condensed milk, but on all cereal food packages, flour bags, or any other foodstuff that may be shipped to South Africa."

A Booklet on Sprinklers.

A booklet has been received from H. G. Vogel Company, Montreal, discussing the subject of sprinklers for protection from fire in factories. The booklet, besides containing an illustrated statement of this company's special type of sprinklers, is replete with letters of recommendation from many manufacturers who already have this system installed.

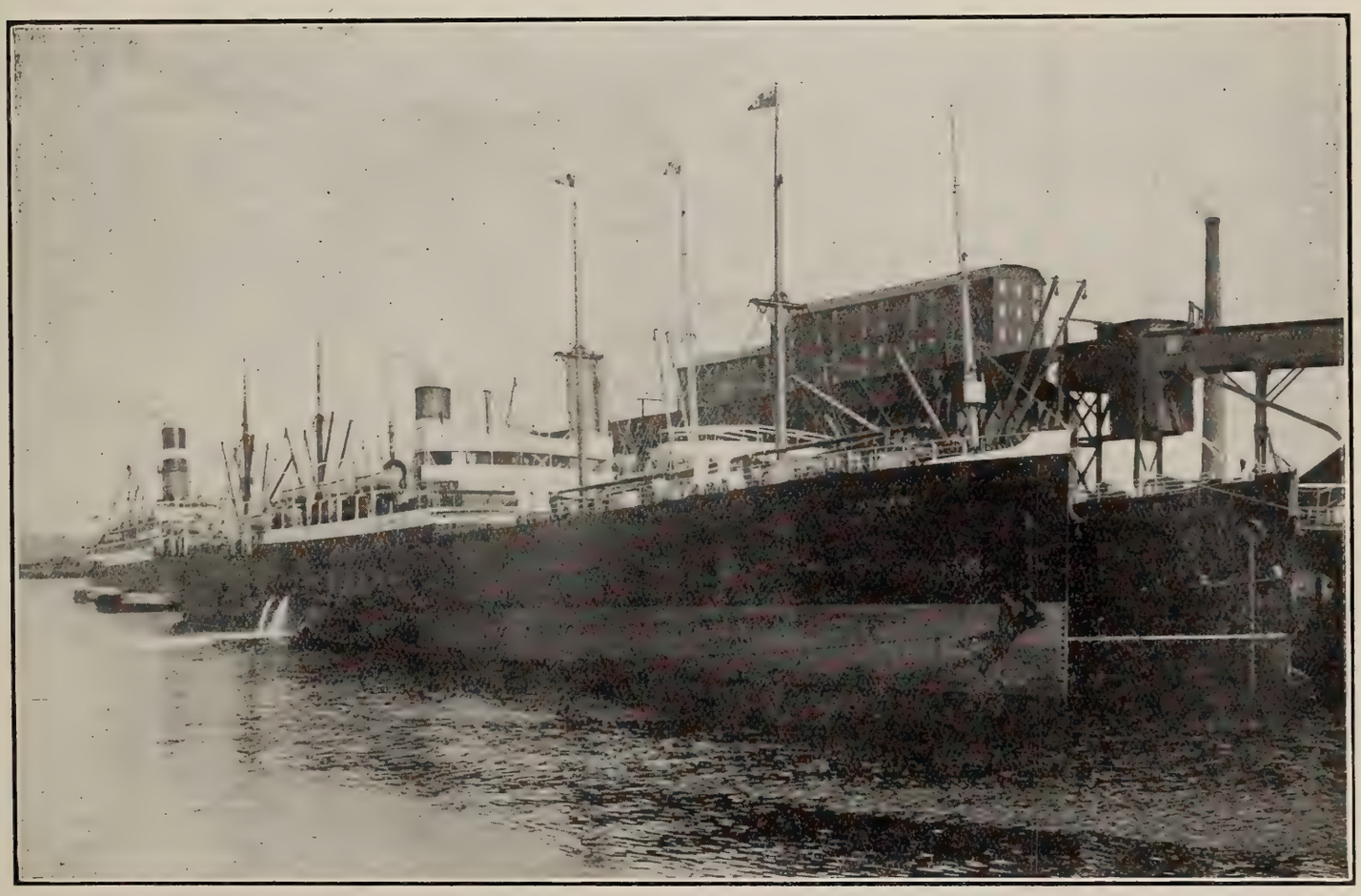
EVOLUTION OF SHIP-BUILDING

From being a Ship-building People, Canadians Have Sunk Almost to Insignificance in this Industry. A Revival Assured in Immediate Future.

IT means much to Canadian industry that the Government has decided on the building of a navy in this country. A navy symbolizes sea commerce and shipping. We have the commerce now to a degree which is astonishing in a nation of our numbers ; of shipping, however, we are wofully lacking. Forty or fifty years ago our sails were seen on every sea. From Halifax and St. John went forth fleets that carried the products of all the world to the ports of the seven seas. Canada then stood seventh among the shipowning nations of the world, although she represented but three or four million people all told.

more changed. At Sydney has grown up a steel industry which for cheapness of production and convenience of location compares favorably with any plant wheresoever situated. Again the advantage in raw material rests with Canada, and the forests of New Brunswick give place to the furnaces of Sydney and New Glasgow, and by a remarkable coincidence at the same time has arisen a public conscience in favor of a Canadian navy.

The building of a navy will necessitate the establishment of shipyards at some ocean port. The assurance of Government work to the extent of constructing vessels for the navy



Port of St. John Showing Seven Ocean Liners at Dock.

With the disappearance of wooden vessels before the iron and steel steamships that replaced them, disappeared also the former pre-eminence of the Maritime Provinces as a shipbuilding country. The reason which had formerly operated in their favor was now equally to their disadvantage. St. John and Halifax excelled previously because the raw material was there to be had, of the best and cheapest. Shipbuilding passed exclusively to Great Britain because iron and steel were there to be had most economically. What formerly were busy shipyards, resounding with the stroke of hammers and alive with th hum of industry, became places of idleness and decay. Artisans drifted elsewhere. The businesses which had grown up around the central industry were blighted. For a generation Canada has done her shipping in foreign bottoms.

Of recent years, however, industrial conditions have once

as they are demanded will justify shipbuilders in taking up the work. This, however, will not keep the yards busy alone. It is certain that if the yards are established shipbuilding in all its branches will be taken up to keep the working force intact and the plant occupied.

Few industries exercise such a wide influence on a country as shipbuilding. The centre of shipbuilding is usually the centre of much of the commerce which shipping carries. For in Canada, as in Great Britain, the building of war vessels would be but a bagatelle compared with the vessels of commerce that would come from the stocks.

A great variety of industries grows up in a shipping port. In addition to the labor actually engaged in the building of ships—and this class of labor is high-priced and skilled—there is much employment for artisans and dealers in many lines.

PROTECTION OF FREIGHT

Railway Board Orders Proper Buildings for Protection of Freight at Flag Stations

COMPLAINT was made by the Winnipeg Jobbers' and Shippers' Association to the Board of Railway Commissioners that the service rendered by railway companies in connection with the shipment of freight to flag stations was unsatisfactory. After hearing evidence, the Commission made an order providing:

1. That all railway companies subject to the jurisdiction of the Board, within six months from the date of this order, do construct and maintain upon their lines of railway in Manitoba, Saskatchewan and Alberta, at stations (other than regular agency stations), from or to which freight (l.c.l.) and passenger traffic is carried, suitable shelters or waiting rooms for the accommodation of freight and passengers—the said shelters to be provided with proper doors and windows and not to be below the standard of the plans and specifications attached No. 1 ("A" or "B," as may be decided upon).

2. That appurtenant to the said shelters and at proper and convenient locations, shall be erected within the time aforesaid, proper and convenient platforms and approaches.

3. All freight traffic delivered to such points shall be placed in the said shelter, and the carrier shall not be relieved from liability under the release approved by Order No. 6,242, unless this direction is complied with.

4. That at all stations or shipping places upon the said lines of railway, from or to which the total freight and passenger earnings of the company for the last fiscal year, or where the average earnings for the last three fiscal years, amounts to not less than $15,000,000, of which $2,000,000 shall represent inward traffic, the said railway companies shall forthwith construct and equip suitable and proper stations, not to be below the standard of plans and specifications attached, No. 2, and shall likewise forthwith appoint and continue a permanent agent at such point or points.

5. That at all non-agency points where the business of the company consists solely or principally of grain shipments and the same amounted to at least 50,000 bushels for the previous year, temporary grain agents shall be appointed and continued during the grain-shipping season, being from September 15th to December 31st in each year.

Further information on this subject may be had from the Manager of the Transportation Department, C.M.A., Toronto.

BOYCOTT PENALIZED

Important Decision in United States in Danbury Hatters

A LABOR case which ranks with that of the Metallic Roofing Co. in Canada, in establishing the rights of manufacturers to legal protection against a conspiracy of organized labor, has just been decided by a District Court of the United States in the now famous Danbury Hatters case. "A new declaration of independence" is what the decision is called by a leading attorney.

The suit which has just ended was instituted by D. E. Loewe, of Danbury, Conn., over six years ago. It grew out of the boycotting of the plaintiff's company in 1902-3 by labor organizations, especially the United Hatters of North America, whose officers and members generally, to the number of about 2,500, were made parties defendant. A strike had occurred in the Loewe factory, and the boycott was declared because of the employment of non-union workers to replace the striking employees.

After traversing many courts while the procedure and jurisdiction were being established, the case finally came up for trial on October 13th, and has been in progress ever since. The fight was practically between the labor organizations and the anti-boycott association. Eminent counsel were engaged on both sides, and the decision was awaited with the keenest interest by labor and employer associations.

The verdict was for $74,000 damages against the individual members of the Hat Makers' Union. As the suit, however, was brought under the Sherman anti-trust law, triple damages are recoverable; that is, they are mulcted to the extent of $222,000. Adding to this counsel fees and law costs, it is estimated that the union is liable to close on to a quarter of a million dollars.

Discussing the case editorially, the New York *Journal of Commerce* says in part:

"The Supreme Court of the United States has rendered few more important decisions affecting the rights of citizens than that which held that the combination of the United Hat Makers of North America to 'boycott" a hat manufacturing concern of Danbury, Conn., and cripple or destroy its business throughout the United States, was a combination or conspiracy in restraint of interstate trade and commerce and in violation of the anti-trust law. The verdict just rendered in the District Court at Hartford, awarding triple the amount of the proved damage caused by the boycott from July, 1902, to September, 1903, is the result of the trial upheld by that decision. This case deserves to be regarded as historic, and the firm of D. E. Loewe & Company, and their indefatigable counsel, Daniel Davenport, are entitled to national gratitude for persisting in the six years' contest which culminated in the jury trial ending in this verdict. The jury declares the damage suffered to have amounted to $74,000, as proved by the evidence, and the law multiplies it by three as a penalty, the continuance of the boycott having been under injunction from the inception of the suit.

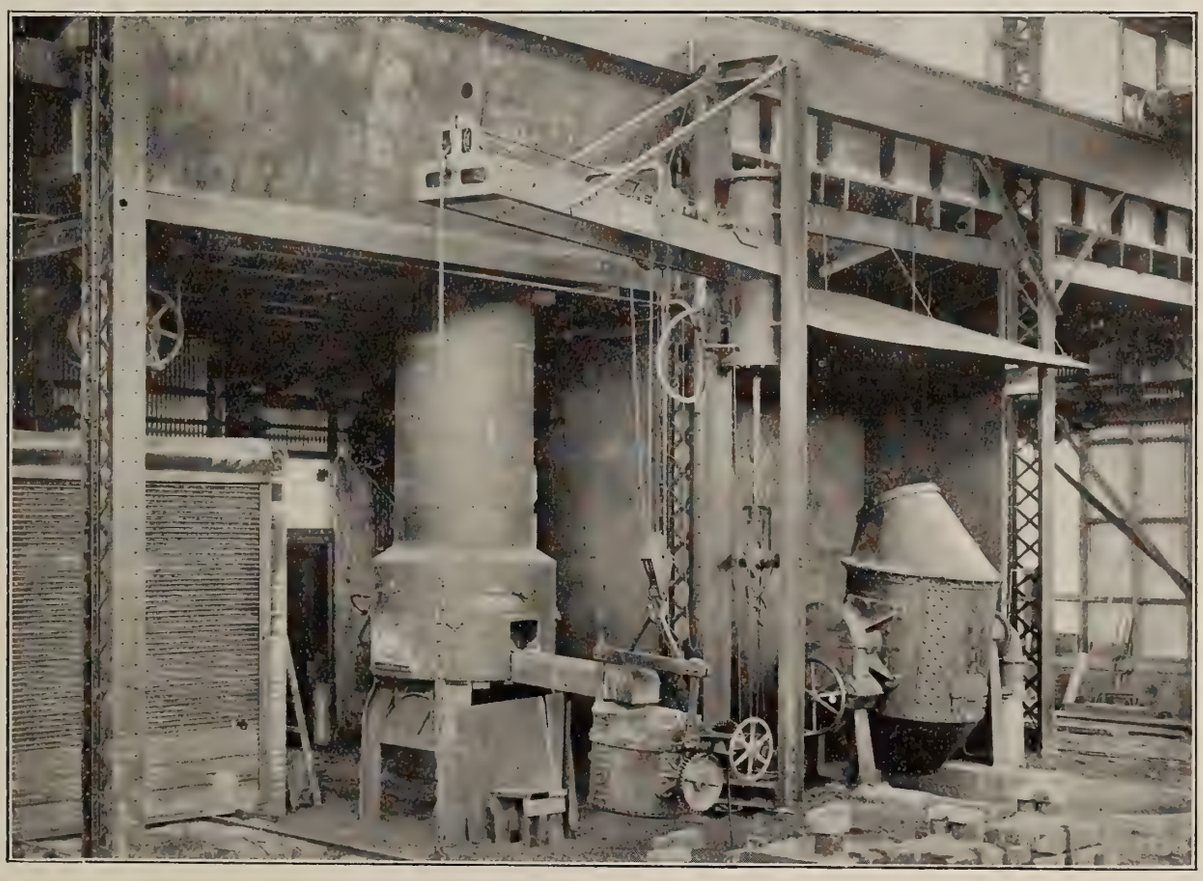
"The verdict is still open to contest on a claim of excessive damages, but the principle is established by the highest judicial authority of the nation that labor unions cannot with impunity combine and conspire to destroy the business of a man or of a firm or corporation for refusing to submit to its dictation in the employment of labor. The offence of the Danbury hat manufacturing firm, like that of the Buck's Stove and Range Company of St. Louis, was the assertion of its right, when workmen struck, to employ others who did not belong to the union, on terms mutually satisfactory to the employer and the employed. For the exercise of that liberty the Hat Makers' Unions, appealing for sympathy and help to organized labor generally, undertook to hound the company out of business with that infamous weapon of defamation and destruction known as the boycott.

"If all employers of labor, engaged in the work of production and distribution, were left liable to such attacks from organized forces of workmen for the restraint of their operations and the destruction of their business, whenever they refused to submit to requirements dictated by the organization, the control of industries and of trade would be taken out of the hands of those who furnished the capital and the energy and ability to establish and direct their operations on an effective and economical scale. The ruinous results for workingmen as well as others need not be dwelt upon. The importance of defence against that kind of lawless assault requires no argument. If the boycott and the closed shop should be submitted to and the law should provide no protection for the rights of employers, industrial anarchy and business ruin would not be far away."

A WESTERN STEEL FOUNDRY

The First Steel Making Plant to be Established in Canada's far West

THE progress of industry westwards is exemplified in the development which has recently taken place in the case of the Vancouver Engineering Works, Ltd., who have added a steel foundry to their Vancouver plant. This is the only steel-making plant in Canada west of the Great Lakes, and illustrates the growing demands of that great country. The expanding use of heavy lumbering and saw mill machinery calls for heavy steel castings, which up to the present have been brought exclusively from the East. With a view to meeting these demands the present equipment has been provided.



—*Courtesy, "The Iron Age."*

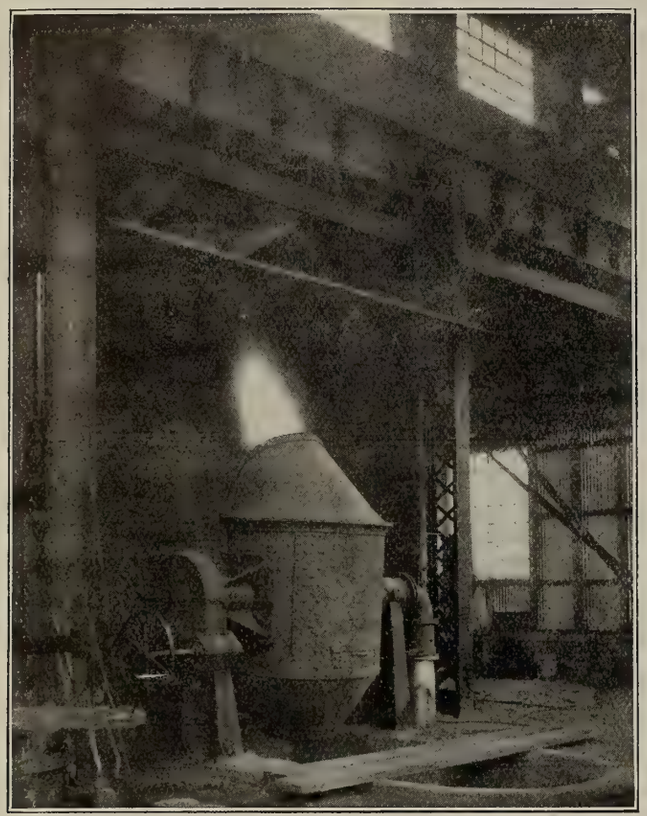
Cupola and Converter with Jib Crane and Ladle Serving them.

In May last an order was given for the steel foundry equipment. After due consideration of the special requirements, the conditions calling for a system which would produce a small but steady supply, the side blown converter was adopted as being most economical. This was installed, and is now in successful operation.

The plant, as described in detail by *The Iron Age*, has a present capacity of eight tons per day, and is so designed that extensions for handling double that capacity can be made as required without interrupting the operation of the present foundry. It is of steel construction throughout, having a main bay 120 feet long and 50 feet wide, and a side bay 120 feet long and 30 feet wide. The side bay is designed to provide the most compact grouping of the melting and converting department, the core-room, sand mill and cleaning department, without in any way interfering with the economical operation of each. In the design every effort has been made to secure a continuous system in order that the raw material might be converted into finished castings without any reverse movements. The steel foundry is so arranged in the plot of the general plant that the movement of all departments is in the direction of the castings storehouse.

The melting capacity of the cupola is about seven tons per hour. The cupola charging floor is 22 feet long and 20 feet wide, and is served by a two-ton electric elevator having a lift of 16 feet. To facilitate the handling of melting stock an industrial track connects the elevator with the stock yard. Iron is tapped from the cupola into a 6,000-lb. ladle carried by a pneumatic jib crane of four tons capacity. Two taps are made to obtain a full charge for the converter. This is done to avoid holding the molten iron in the hearth of the cupola, where it is exposed to the incandescent coke, from which it will absorb sulphur, especially if the manganese content is low. After the ladle is filled the jib crane hoists it to the pouring position, and the iron is transferred to the converter to be blown into steel.

The converter has a capacity of two tons. It occupies a floor space 20 x 12 feet and is separated from the remainder of the side bay by a steel curtain wall. It is carried on cast steel trunnions, which revolve in heavy cast iron standards, and spans a concrete pit into which the ladle is lowered to receive the finished steel. A large hood is suspended above the converter to carry the fumes outside the building. The



Courtesy "The Iron Age."

Charging the Convertor.

height of the converter is 10 feet when in blowing position. It is lined with a composition of ganister, sand and fireclay, rammed around a wood form. This lining, if repaired when necessary, will give at least 180 or 200 blows.

Iron from the cupola is poured into the converter, which is then turned to an upright position for blowing. The air pressure ranges from three to five lbs. per square inch and is regulated by a valve at the operator's platform. The blowing operation requires from fifteen to twenty minutes, varying with the percentage of metalloids in the iron. It is necessary that the time be as brief as possible, as upon the rapidity of the blow depends the temperature of the bath. Reduction in the weight of metal is about 18 per cent. The steel comes from the converter at 1700 degrees C., a temperature insuring sufficient fluidity to yield sharp sound castings of light section.

MINERALS IN BRITISH COLUMBIA

The Pacific Province Produces Large and Varied Supply of Mineral Wealth

THE earth continues to give forth her mineral wealth in the Pacific Province with as much regularity as the wheat fields of Manitoba produce their grain. Last year the total value of the products of the mine was $24,426,500, a fine showing from a single activity of a not numerous people. How this mounts up in the course of years is indicated by a glance at the output during the past eleven years, a report of which has just been published. For the period mentioned minerals were mined to a value of $347,804,000. Of this aggregate gold comes first with $126,317,000; coal and coke next with $102,782,000; copper, $55,242,000; silver, $30,081,000; lead, $23,298,000; building materials, $9,093,000; and miscellaneous minerals making up the rest.

A noticeable feature of the year's showing is the low price of mine minerals during this period. Silver, lead and copper were all on a lower price level than during the preceding twelve months.

The following table shows the value of the year's output in various lines:

Metalliferous.

Gold	$5,767,500
Silver	1,470,000
Lead	1,748,000
Copper	5,289,000
Zinc	500,000
Total	$14,774,500

Non-Metalliferous.

Coal	$6,790,000
Coke	1,662,000
Building Materials	1,200,000
Total	$9,652,000

Total Production.

Metalliferous	$14,774,500
Non-Metalliferous	9,652,000
Total	$24,426,500

The total ouput shows an increase of $575,223 over the year 1908.

Much of the mineral wealth of British Columbia has been in the past inaccessible through lack of transportation facilities. This defect will no doubt rapidly disappear. Already important lines of railway are in course of construction, or are projected. Of these the G. T. P. and the Mackenzie and Mann roads will open up important new sections, and will make possible the running of branch and feeder lines into various parts hitherto impossible of access.

Of the rarer minerals, several have been found in greater or less quantities in British Columbia. Tungsten and scheelite have both been located, and have been reported on by Prof. Walker, of the University of Toronto. Antimony has been recovered from the lead ores at the Trail refinery. Molybdenum, mica and platinum have also been found.

One of the great problems for present solution is the economic production of zinc. Zinc smelting in the Province has not so far proved successful. At a convention recently held much stress was laid on the necessity of perfecting some system of electro-thermic reduction. Upon this it is believed the success of the industry depends.

A BOOK ON ELECTRICITY.

In a book of two hundred pages Mr. H. M. Hobart, B.Sc., M. Inst, C. E., has published a treatise on electricity which presents in an admirable manner the main facts of a subject which has advanced so much in recent years that the need of a new text-book was keenly felt. The book before us is elementary and takes up the more important underlying principles. As the author states in his preface, "the judicious choice of a few of the more timely developments, to serve as a practical nucleus about which to group expository matter, permits of building up a solid basis upon which the student may proceed to gradually extend his knowledge into whichever branches of the subject his subsequent practical work requires him to be thoroughly informed."

For students or engineers who require a knowledge of electricity we would recommend the present volume as a good working text-book. It is published by the Copp, Clark Co., Toronto. Price, $1.80.

WHAT CANADA HAS GRANTED TO GERMANY

By R. W. Breadner,
Manager Tariff Department, Canadian Manufacturers Association

Some Facts and Figures Pertaining to the Recent Canadian-German Agreement

On the 28th of November, 1903, a surtax of one-third of the duty payable under the General Tariff was placed on all dutiable goods entered for consumption in Canada, which were manufactured in Germany, or the chief value of which was of German origin or production. During the fiscal year 1908 (I have taken that year as I consider it will be more representative of the future trade of Canada than the fiscal year 1909), the value of the goods imported from all countries and entered for consumption under the surtax tariff was $7,517,843, of which the value of the direct importations from Germany amounted to $6,142,921. The total duty collected during that year on German goods was $2,856,159.15, of which $714,039.78 was due to the surtax. The surtax has now been suspended, and German goods will be subject to duty at the General Tariff rates.

Articles Which Germany Has Chiefly Exported to Canada, Together With List of Principal Export Countries That May Be Affected by the Removal of the Surtax.

Articles.	*Countries.*
Baskets	Great Britain, Belgium, Japan and United States.
Belts	Great Britain, France and United States.
Labels	Great Britain and United States.
Chromos	Great Britain and United States.
Boot, shoe and stay laces	Great Britain, Belgium, France and United States.
Boots, shoes and slippers, except rubber and leather	Great Britain, France and United States.
Brushes	Great Britain, France and United States.
Buttons	Great Britain, Austro-Hungary, France and United States.
Cement, Portland	Great Britain, Belgium and United States.
Clocks	Great Britain, France and United States.
Collars, cotton, linen and celluloid	Great Britain, Austria-Hungary and United States.
Combs	Great Britain, France and United States.
Cotton clothing	Great Britain, France and United States.
Cotton Socks and Stockings	Great Britain and United States.
Cotton Lace and Embroideries, white or cream colored	Great Britain, France and Switzerland.
Cotton Undershirts and Drawers	Great Britain, France and United States.
Glue	Great Britain and United States.
Drugs, Dyes, Chemicals, n.o.p	Great Britain and United States.
Chinaware	Great Britain and Austria-Hungary.
Fancy Goods, such as fancy boxes, jewel cases, etc	Great Britain and United States.
Braids, Cords, Fringes and Tassels	Great Britain, France and United States.
Lace, Lace Collars, Nets and similar goods	Great Britain, France and United States.
Toys and Dolls	Great Britain, France and United States.
Furs, dressed	Great Britain and United States.
Furs, Manufactures of	Great Britain, Austria-Hungary, France and United States.
Glass Carboys, Demijonns, Bottles and like containers	Great Britain, Holland and United States.
Glassware	Great Britain, Austria-Hungary, Belgium, France and United States.
Gloves and Mitts	Great Britain, France and United States.
Gold and other Metal Leaf	Great Britain and United States.
Hops	Great Britain, Austria-Hungary and United States.
Springs and Axles	Great Britain and United States.
Rolled Iron or Steel Bars, angles and other shapes	Great Britain, Belgium and United States.
Skates	United States.
Agate, Granite or Enamelled Iron or Steel Ware	Great Britain, Austria-Hungary and United States.
Iron or Steel Wire	Great Britain and United States.
Cutlery	Great Britain and United States.
Tools	Great Britain and United States.
Jewellery	Great Britain, France and United States.
Glove Leathers	Great Britain and United States.
Japanned, Patent or Enamelled Leather and Morocco Leather	Great Britain and United States.
Metal Buckles	Great Britain and United States.
Pins	Great Britain and United States.
Musical Instruments	Great Britain and United States.
Scientific Instruments	Great Britain, France and United States.
Bronze Powders	United States.

Dry Colors, n.o.p.	United States.
Dry Red Lead	United States.
Cardboard	United States.
Papeteries and Manufactures of Paper, n.o.p.	Great Britain and United States.
Lead Pencils	United States.
Picture and Photograph Frames	Great Britain and United States.
Pocket Books, Purses, Card Cases, Satchels, etc.	Great Britain and United States.
Ribbons	Great Britain, France, Switzerland and United States.
Silk Fabrics	Great Britain, Austria-Hungary, China, France, Japan, Switzerland and United States.
Velvets, Velveteens and Plush Fabrics	Great Britain and France.
Light Wines	France and Spain.
Raw Sugar	British West Indies and British Guiana.
Tobacco Pipes	Great Britain, Austria-Hungary, France and United States.
Vinegar	Great Britain and United States.
Woollen Fabrics, Cloths, etc.	Great Britain.
Woollen Knitted Goods, n.o.p.	Great Britain.
Woollen Socks and Stockings	Great Britain.
Woollen Clothing, including Women's and Children's Outside Garments	Great Britain.
Woollen Mats and Rugs	Great Britain.
Woollen Yarns	Great Britain.
Woollen Felt, pressed	Great Britain, Austria-Hungary and United States.

Nearly all of the articles above enumerated are produced in Canada. Additional competition may therefore be expected from Germany owing to the rate formerly payable on German goods having been reduced 25 per cent. The dumping clause may still retain the trade in raw sugar with the British West Indies and British Guiana.

What Germany Has Granted to Canada.

Note.—Value of Mark, 23.8c. Kilogram equals 2.204,621 pounds, or approximately 2 1-5 pounds. Statistics are taken from returns from the fiscal year, 1908. Canadian products were subject to General Tariff rates. United States products, unless otherwise stated, were subject to Conventional Tariff rates.

Canadian Products Which Will Now Be Admitted Into Germany at Conventional Tariff Rates, Including Statement of Exports to Germany From Canada and United States.

Wheat and spelt, per 100 kilos, General Tariff rate, 7.50 marks Conventional Tariff rate, 5.50 marks.

Note.—Canadian wheat exported, none; United States exported 12,355,716 bushels, valued at $12,713,649.

Barley, per 100 kilos, General Tariff rate, 7 marks; Conventional Tariff rates, malting, 4 marks; other, 1.30 marks.

Note.—Canadian barley exported, 1,256 bushels, valued at $625; United States exported none.

Oats, per hundred Kilos, General Tariff rate, 7 marks; Conventional Tariff rate, 5 marks.

Note.—Canadian exportations, 4,563 bushels, valued at $1,894; United States exportations, none.

Red clover seed, write clover seed, and other clover seed, per 100 kilos, General Tariff rate, 5 marks; Conventional Tariff rate, free.

Note. Canada exported 15,952 bushels, valued at $121,787; United States exported 20,702 bushels, valued at $194,597.

Grass seed of all kinds per 100 kilos, General Tariff rate, 2 marks; Conventional Tariff rate, free.

Note.—Canada exported 12,226 bushels, valued at $12,673; United States exported 194,127 bushels, valued at $472,664.

Fruits, fresh.

Apples, pears, quinces—

Unpacked—

From Sept. 25 to Nov. 25, General Tariff rate, free.

From Nov. 26 to Sept. 24, General Tariff rate per 100 kilos, 2.50 marks.

From Sept. 1 to Nov. 30, Conventional Tariff rate, free.

From Dec. 1 to Aug. 31, per 100 kilos, Conventional Tariff rate, 2 marks.

Packed—

Per 100 kilos, General Tariff rate, 10 marks.

Imported in bags of at least 50 kilos gross weight—

From Sept. 1 to Nov. 30, Conventional Tariff rate, free.

From Dec. 1 to Aug. 31, per 100 kilos, Conventional Tariff rate, 2 marks.

Otherwise packed—

In single receptacles, per 100 kilos, Conventional Tariff rate, 3.20 marks.

In more than one receptacle, per 100 kilos, Conventional Tariff rate, 5 marks.

Apricots, peaches, General Tariff rate, per 100 kilos, 8 marks.

Apricots, Conventional Tariff rate, free.

Peaches, per 100 kilos, Conventional Tariff rate, 2 marks.

Plums of all kinds, cherries, mazards, medlars, per 100 kilos, General Tariff rate, 6 marks.

Medlars, Conventional Tariff rate, free.

Plums, Damsons—

From Sept. 1 to Nov. 30, Conventional Tariff rate, free.

From Dec. 1 to Aug. 31, per 100 kilos, Conventional Tariff rate, 2 marks.

Other Plums, Conventional Tariff rate, per 100 kilos, 2 marks.

Cherries—

Fresh, for use in the distillation of spirits, Conventional Tariff rate, free.

Other cherries, mazards, Conventional Tariff rate, per 100 kilos, 1 mark.

Strawberries, per 100 kilos, General Tariff rate, 20 marks; Conventional Tariff rate, 10 marks.

Fruits fresh—(*Continued*).

Raspberries, currants, gooseberries, myrtles, elder berries, juniper berries and other edible berries, General Tariff rate, per 100 kilos, 5 marks; Conventional Tariff rate, free.

Note.—Canada exported apples, green or ripe, 18 barrels valued at $62; United States exported apples, green or ripe, 124,618 barrels, valued at $392,686. (Although United States had Conventional Tariff rates it appears that apples were the only fresh fruit exported to Germany.)

Fruits, dried or kiln dried (cut up and peeled or not).

Apples and pears, including waste capable of use, per 100 kilos, General Tariff rate, 10 marks; Conventional Tariff rate, 4 marks.

Apricots and peaches, per 100 kilos, General Tariff rate, 10 marks; Conventional Tariff rate, 4 marks.

Plums of all kinds, loose or in casks or sacks weighing at least 80 kilos, gross weight, per 100 kilos, General Tariff rate, 10 marks; Conventional Tariff rate, 4 marks.

Packed in boxes weighing at least 10 kilos, gross weight, per 100 kilos, General Tariff rate, 15 marks; Conventional Tariff rate, 5 marks.

Packed in other ways, per 100 kilos, General Tariff rate, 15 marks; Conventional Tariff rate, 6 marks.

Other dried or kiln-dried fruit, per 100 kilos, General Tariff rate, 8 marks; Conventional Tariff rate, 4 marks.

Note. Canada exported dried apples, 1,640,296 pounds, valued at $110,190; United States exported dried apples, 12,506,592 pounds, valued at $1,043,929. Canada exported other fruit, n.o.p. valued at $19,524; United States exported, dried apricots, 626,825 pounds, valued at $121,786; prunes, 8,578,894 pounds, valued at $518,305, and other fruit valued at $269,865.

Timber, sawn longitudinally or prepared in some other way, not planed or hewn—

Hard, per 100 kilos, General Tariff rate, 1.25 marks, or per cubic meter, 10 marks; Conventional Tariff rate, per 100 kilos, 0.72 marks, or per cubic meter, 5.76 marks.

Soft, General Tariff rate, per 100 kilos, 1.25 marks, or per cubic meter, 7.50 marks; Conventional Tariff rate, per 100 kilos, 0.72 marks, or per cubic meter, 4.32 marks.

According to Conventional agreement, shingle boards, grooved by the saw only, will pay duty under this item. Square timber (baulks, planks, etc.) sawn, not planed, having only peg holes, pegs, slits, grooves or bored holes, will pay a surtax as follows: If the duty is paid by weight, 100 kilos, 0.20 marks; if the duty is paid by volume, hardwood, cubic meter, 1.60 marks; soft wood, cubic meter, 1.20 marks.

Wood for building or industrial purposes, steamed, impregnated or otherwise chemically treated, shall pay the following surtaxes:

When dutiable by volume, per cubic meter, 2.40 marks.

When dutiable by weight—

Hardwood, per 100 kilos, 0.30 marks.

Soft wood, per 100 kilos, 0.40 marks.

Wood for building or industrial purposes, merely steamed (not at the same time dyed), as also the same wood impregnated or otherwise chemically treated, shall pay the Conventional rates without surtax.

Note.—Canada exported planks, boards, deals, joists, etc., valued at $81,149; United States exported like goods valued at $1,749,472.

Wood for casks (staves and headings) also pieces of wood roughly shaped recognizable as these articles, not painted or planed—

Of oak, per 100 kilos, General Tariff rate 0.30, or per cubic meter, 2.40 marks; Conventional Tariff rate, per 100 kilos, 0.20 marks, or per cubic meter, 1.60 marks.

Of other hardwood, per 100 kilos, General Tariff rate, 0.40 marks, or per cubic meter, 3.20 marks; Conventional Tariff rate, per 100 kilos, 0.30 marks, or per cubic meter, 2.40 marks.

Of soft wood, General Tariff rate, per 100 kilos, 0.40 marks, or per cubic meter, 2.40 marks; Conventional Tariff rate, per 100 kilos, 0.30 marks, or per cubic meter, 1.80 marks.

The duty on wood for casks is not affected by mere treatment with the drawing knife or by smoothing the edges with the plane.

Note.—Canada exported none; United States exported staves and headings, $479,864. Owing to the provisions of our tariff Canada is more of an importing than an exporting country.

Horses: Of a value up to 1,000 marks each, General Tariff rate per head, 90 marks.

Horses of the "Flanders," "Brabant," "Ardennes," or "Norse" breed (pure pedigree stock), Conventional Tariff rate, 50 marks per head.

Other, Conventional Tariff rate, per head, 72 marks.

Of a value more than 1,000 up to 1,200 marks each, General Tariff rate per head, 180 marks Conventional Tariff rate per head, 72 marks.

Of a value of more than 1,200 up to 1,500 marks each, General Tariff rate per head, 180 marks.

Horses of the "Flanders," "Brabant," "Ardennes," or "Norse" breed; of a value of more than 1,200 marks up to 1,500 marks each, Conventional Tariff rate per head, 75 marks.

Others, Conventional Tariff rate, per head, 120 marks.

Of a value more than 1,500 up to 2,500 marks each, General Tariff rate per head, 180 marks; Conventional Tariff rate per head, 120 marks.

Of a value more than 2,500 marks each, General Tariff, per head, 360 marks. It would appear no Conventional rate is applicable to horses of this value.

The Bundesrath is empowered to issue regulations according to which horses imported for breeding purposes by the State or by permission of the State, may pay duty at the rate of 10 marks each up to two years of age, and 20 marks each for over two years old.

Horses of a value not exceeding 300 marks per head and standing less than 1.40 metres, as shown by the measuring stick, shall pay 30 marks per head.

Weaned foals imported up to March 31st of the year following the calendar year of their birth, shall be admitted at the Conventional rate at 30 marks each.

Note.—Both Canada and the United States were subject to General Tariff rates. Canada exported none United States exported 114, valued at $27,650.

Horned Cattle (live weight) per 100 kilos, General Tariff rate, 18 marks; Conventional Tariff rate, 8 marks.

Note.—Both Canada and the United States were subject to General Tariff rates. Canada exported none; United States exported none.

Sheep (live weight) per 100 kilos, General Tariff rate, 18 marks; Conventional Tariff rate, 8 marks.

Note.—Canada exported none; United States exported none.

Meat, excluding bacon, fresh, even frozen, per 100 kilos, General Tariff rate, 45 marks; Conventional Tariff rate, per 100 kilos if frozen, 35 marks; if only chilled, 27 marks.

Simply prepared, per 100 kilos, General Tariff rate, 60 marks; Conventional Tariff rate, 35 marks.

Prepared more delicately for the table, per 100 kilos, General Tariff rate, 120 marks, Convention Tariff rate, 75 marks.

Note.—Canada exported none. United States exported: beef, fresh, 75,250 pounds, valued at $7,850. Beef salted or pickled and other cured, 4,225,635, valued at $287,536; hams, 82,525 pounds, valued at $8,873; pork, salted or pickled, 3,785,487 pounds, valued at $329,189.

Marine crustaceans, living or not, including those merely boiled, or salted, whether shelled or not:

Lobsters and crayfish (gross weight) per 100 kilos. General Tariff rate, 100 marks; Conventional Tariff rate, 65 marks.

Note.—Both Canada and the United States were subject to General Tariff rates. Canada exported—no returns available. United States exported—no returns available.

Greases and grease-like fats (hog's lard, goose grease, beef marrow, oleomargarine, and other analogous fats), per 100 kilos, General Tariff rate, 12.50 marks; Conventional Tariff rate, 10 marks.

Note.—Canada exported grease and grease scraps, 993,880 pounds, valued at $68,931; lard, none; United States exported, grease and grease scraps valued at $499,486; lard, 184,722,420 pounds, valued at $16,458,254. In respect to grease and lard imports into Canada are several times in excess of the exports from Canada.

Meal baked or roasted or not:

Meal of grain, excepting oats, meal of malt (with the exception of baked or roasted malt meal), meal of rice or pulse, per 100 kilos, General Tariff rate, 18.75 marks; Conventional Tariff rates.

Meal or grain, excepting oats, whether baked or roasted or not, per 100 kilos, 10.20 marks.

Meal of malt, not baked or roasted, per 100 kilos, 12 marks.

Note.—Canada exported, wheat flour 470 barrels, valued at $1,742; other meal except oatmeal and wheat flour, 5,275 barrels valued at $9,991; United States exported, wheat flour, 628,356 barrels, valued at $3,021,658; corn meal, 179,927 barrels valued at $562,650; rye flour, 898 barrels, valued at $3,630.

Condensed milk, with or without the addition of sugar, per 100 kilos, General Tariff, 60 marks.

Conventional Tariff rates:

Milk in blocks weighing at least 10 kilos, even covered with cocoa butter or other vegetable fats to protect the product from the influence of the air, for use in the manufacture of chocolate, by permission and under control:

Condensed milk.—(*Continued.*)

Without addition of sugar, or with not more than 40 per cent. of added sugar; Conventional Tariff rate, per 100 kilos, 15 marks.

With more than 40 per cent. of added sugar, Conventional Tariff rate per 100 kilos, 25 marks.

Note.—Both Canada and United States were subject to General Tariff rates, and no information can be obtained showing that either country exported any of these goods to Germany.

Alimentary and consumable articles of all kinds (except beverages) in air-tight receptacles so far as they are not subject to higher rates of duty as such, per 100 kilos, General Tariff rate, 75 marks.

Preserved tomatoes; Olives, whether preserved or not in vinegar, oil or brine, Conventional Tariff rate, per 100 kilos, 30 marks.

Other alimentary and consumable articles, in air-tight receptacles, so far as they are not subject to higher rates of duty as such, Conventional Tariff rate, per 100 kilos, 60 marks.

Condensed milk (syrup, but not milk in a dry state), without addition of sugar, Conventional Tariff rate, per 100 kilos, 20 marks.

Milk and cream sterilized or peptonized, Conventional Tariff rate, free.

Apricot pulp, without addition of sugar or syrup, in tin receptacles, weighing at least 5 kilos, Conventional Tariff rate per 100 kilos, 5 marks.

Gherkins in vinegar or brine (so-called "Znaimer" gherkins), with admixture of the spices mentioned in Nos. 66 and 67, or even with inconsiderable additions of other kitchen-garden produce, Conventional Tariff rate, per 100 kilos, 4 marks.

Note.—Canada exported canned lobsters, 189,368 pounds, valued at $62,106; canned salmon, 1,680 pounds, valued at $140; canned fruit valued at $4,584; United States exported, canned salmon, 45,977 pounds, valued at $4,572; other canned fish valued at $824; canned fruit valued at $39,112; canned beef, 1,686,563 pounds, valued at $175,902; canned pork, 9,415 pounds, valued at $964; other canned meat products valued at $29,505; canned vegetables valued at $3,647; pickles and sauces valued at $1,319.

Calcium carbide, carbide of aluminum, carbide of silicon, carborundum and carbides of metals not otherwise mentioned, General Tariff rate, per 100 kilos, 4 marks; Conventional Tariff rate, carbide of calcium, free.

Note.—No returns are available covering the exports from Canada or United States.

Wood spirit (methylic alcohol) crude, also

Aceton, crude, per 100 kilos, General Tariff rate, 5 marks; Conventional Tariff rate, free.

Wood spirit, refined; refined aceton, formaldehyde in aqueous solution, General Tariff rate, per 100 kilos, 20 marks. The German tariff only provides for a Conventional Tariff rate on wood spirit, refined, which is, per 100 kilos, 8 marks.

Note.—Both Canada and the United States were subject to General Tariff rates. Canada exported, wood alcohol, 8,560 gallons, valued at $8,560; acetone, crude or refined and formaldehyde in aqueous solution, no returns; United States exported, wood alcohol, 781,820 gallons, valued at $241,660; aceton crude, aceton refined, and formaldehyde in aqueous solution, no returns available.

Leather, half or entirely dressed, whether prepared or not, unenumerated elsewhere:

Of a net weight of more than 3 kilos, each piece——

Entire hides or half hides, with the heads, necks, bellies and hoofs unseparated; head, neck, and belly pieces, and hoofs, as well as horse-hide and pig-leather, without regard to the weight of the piece, General Tariff rate, per 100 kilos, 30 marks. The Conventional Tariff is only applicable to pig leather, which is per 100 kilos, 18 marks.

Backs (bend leather), per 100 kilogrammes, General Tariff rate 36 marks; Conventional Tariff rate per 100 kilos, 33 marks.

Leather, including backs (bend leather), of a net weight of more than 3 kilos, per piece, for the manufacture of driving belts, with permit and under Control, Conventional Tariff rate per 100 kilos, 22 marks.

Note.—Canada exported, sole leather, 444 pounds, valued at $133; United States exported, sole leather, 165,430 pounds, valued at $38,087; splits, buff, grain and other upper leather, except kid, valued at $945,521; other leather valued at $129,789.

Footwear of leather of all kinds, including that made from hides with the hair still on, and those made from fish or reptile skins:

With soles of other materials than wood:

Weighing more than 1,200 grammes per pair, per 100 kilos, General Tariff rate, 85 marks; Conventional Tariff rate, 80 marks.

Weighing more than 600 and up to 1,200 grammes per pair, also boot uppers of leather of all kinds with elastic insertions, without regard to weight, per 100 kilos, General Tariff rate, 120 marks; Conventional Tariff rate, 90 marks.

Weighing 600 grammes or less per pair, per 100 kilos, General Tariff rate, 180 marks; Conventional Tariff rate, 90 marks.

Notes.—(1) Linings, trimmings and ornaments of all kinds, (buckles, bows, tassels, embroideries, laces, etc.) of other materials, including silk, but not including fur, do not affect the tariff treatment. (Treaty with Switzerland and U. S. A.

(2) Slippers and house-shoes, without regard to weight, Conventional Tariff rate, per 100 kilos, 60 marks.

Note. Canada exported none. United States exported 211,153 pairs valued at $589,238.

Semi-pulp (semi-paste for the manufacture of paper or cardboard), soft or solid, whether bleached or dyed or mixed with mineral materials, glue, etc., or not:

Of wood, straw, esparto or other vegetable fibres, mechanically or chemically prepared, per 100 kilos, General Tariff rate, 3 marks; Conventional Tariff rate, 1.25 marks.

Note.—Canada exported none. United States exported 2,404,562 pounds, valued at $50,274.

Millboard (pasteboard), moulded or pressed cardboard, also pasteboard formed by gluing together sheets of cardboard:

Cardboard glazed (pressboard) and other highly smoothed cardboard, leather board and other fine cardboard, whether dyed in the paste or not; vulcanized fibre, General Tariff rate, per 100 kilos, 6 marks. The German Tariff does not provide for a Conventional Tariff rate on the articles subject to the General Tariff rate of 6 marks per 100 kilogrammes.

Chemical or mechanical wood-pulp cardboard, even of steamed wood, solidified by rolling (brown wood cardboard, called leather board), straw board, grey straw cardboard (Schrenzpappe), turf cardboard, any other coarse cardboard not elsewhere enumerated, whether dyed in the pulp or not, per 100 kilos, General Tariff rate, 4 marks; Conventional Tariff rate, 50 marks.

Note. Canada exported (it would appear) none. United States exportations—no returns available.

What It Means.

The above facts and figures are placed before the readers of "Industrial Canada" in order that the Canadian-German Agreement may be understood. Time and space will not permit many other interesting comparative statements being furnished. It might be mentioned however:

First, That in view of Germany having receded from the position she had formerly taken respecting the granting by Canada of a Preference to the Mother Country, it appears the Government in fairness could not have done anything else but suspend the surtax, provided Canada received trade concessions from Germany equal to those which were given. It may be noted that in the last revision of the United States Tariff the rates of duty were materially increased on many articles of German manufacture, and notwithstanding such treatment, Germany on the 8th ultimo granted all the Conventional Tariff rates to the products of the United States. This concession was granted in order that no higher rates than those provided in the present tariff of the United States, which will be the Minimum Tariff of that country after the 31st instant, would be assessed on articles manufactured in Germany; yet, that Minimum Tariff is far in excess of the General Tariff of Canada. Germany has only granted to Canada Conventional Tariff rates on the 25 items above noted.

Second, Owing to technical education and other agencies, Germany to-day, from a commercial standpoint, is not the same Germany as when the surtax was imposed. Her manufacturers have been devoting special attention to the character of the goods marketed in Canada and the United States, with the result that, notwithstanding the surtax, they have in respect to a number of articles, been able to successfully compete in the Canadian market with the manufacturers of Great Britain and other countries. What will be the result with the surtax suspended? In respect to articles where the chief cost of production is labor, it is doubtful if the present General Tariff is sufficient to equalize conditions of manufacturing in the Dominion. In addition to the longer hours of labor that prevail in Germany, the wages paid are in many industrial lines, from one-third to one-half of those paid in Canada. In justice to the Canadian artisan a sufficient tariff should be maintained.

Prohibition of Import.

By proclamation the import of matches and vestas, containing the substance usually known as white or yellow phosphorus, into Australia has been prohibited. The prohibition under this proclamation went into effect on June 1st, 1909.

Electric Locomotives for Mines.

A catalogue has reached us from the Jeffrey Manufacturing Co., Montreal, describing their line of mine locomotives. The booklet is excellently illustrated with photographs of electric locomotives in actual operation in the various coal mines of the continent. Its perusal will be of great value to all who are interested in mining. Bulletin No. 17 will be sent on request.

RAILWAYS HELP MANUFACTURES

Energetic Efforts Being Put Forth for the Development of Canadian Industries.

THE management of the Grand Trunk Railway established a short time ago the office of Commissioner of Industries for the purpose of effecting greater efficiency through centralized effort, in the work of promoting the manufacturing, commercial, agricultural, mining and fishing industries of the sections it traverses. The Commissioner of Industries is in personal touch with the various departments of the Dominion and Provincial Governments, having to do with the general development of the country's resources, and with the Commercial and Trade organizations, national and provincial, as well as the Boards of Trade, Improvement Leagues, Chambers of Commerce and Mayors and other officials of the respective municipalities. Where Boards of Trade do not exist encouragement is lent to their formation, and a special interest is taken by the Commissioner in the development work of all such bodies.

Valuable assistance and information is rendered to persons seeking the most advantageous locations for new industries or the establishment of branch plants of existing concerns.

The machinery of the whole Grand Trunk System is at the disposal of the Commissioner for the accomplishment of the desired results, every department of the road co-operating closely in the work. Generally speaking, a manufacturing company in its formative state is in need of information regarding available land or perhaps land and buildings suitable for its operation, also information as to freight rates on raw materials or parts, labor costs on the articles it intends to manufacture, data relating to water power, or the adaptability of certain centres for given manufactures—the tax rates, educational facilities, climatic conditions, etc. Particulars on all these points are furnished by the Commissioner. The personal services of the Commissioner are at all times available to those desiring his co-operation. Being in constant touch with all the organizations actively engaged in promoting the commercial and industrial development of the Provinces and States served by the Grand Trunk System, he is in a position to bring together representatives of any or all of such bodies and the persons contemplating the establishment of a manufacturing or other enterprise of whatever nature.

A complete record is kept of the location of mineral deposits of all kinds, timber limits, vacant factory buildings, water powers, and of openings for business enterprises. This information is cheerfully furnished to the public on request.

Besides encouraging the location of new industries and branch plants at centres served by it, the Grand Trunk acquaints itself with the wants and ambitions of all the business concerns already situated on its lines and lends every consistent effort to effect their advancement.

DRYDOCK FOR ST. JOHN

Proposal to Build Large Drydocks Part of Naval Policy

DEVELOPMENT of the naval programme of the Canadian Government appears in a report from Ottawa that the statutory aid now granted to builders of drydocks of three per cent. on the invested capital for a period of twenty years will be increased in the case of drydocks of exceptional size to three and one-half per cent. for twenty-five years. The announcement will be received with general satisfaction.

Drydocks are a prime essential to a maritime people. If we are to have shipping we must have repair plants. The people of Canada have decided, not only that they will have shipping, not only that they will own ships, but, more important, that they will build them themselves. Such a determination carries with it the responsibility of providing adequate drydocks and repair yards to care for them.

Drydocks are not self-sustaining; otherwise they would have been built in Canada long since as private ventures. A single navigation company would not be justified in maintaining one, when if it has luck it will not need it once in the year. It is essentially an emergency contrivance. Without it vessels would limp back to Great Britain for repairs, even as they do now, and the people of Canada would suffer from an inefficient and unsatisfactory ocean transportation service.

While this condition is objectionable in the case of merchant shipping, it becomes entirely impossible when the nation assumes the role of a naval power, however small a part we may play for the time being. A navy without a repair yard would be as helpless as a locomotive without a round-house. Not only is an adequate drydock on the Atlantic coast essential for Canadian war vessels, but it is a fitting provision for vessels of Great Britain which may be disabled in these waters.

As a consequence of the new provisions it is further reported that work will proceed very soon towards the construction of drydocks at St. John, N.B., and Levis, P.Q. These drydocks are projected by Sir Robert Perks, working in co-operation with a syndicate of steamship owners. The original request of these promoters was for four per cent. federal aid on their investment for fifty years. While unwilling to extend aid to that extent, the Government was ready to make more liberal provision than had heretofore been offered, in consideration of the large size of the docks and the apparent inability of promoters to finance the proposition otherwise.

Drydocks are but an accessory to shipbuilding. The policy of building vessels at home, which has been definitely adopted in Canada, will necessitate the establishment of fully-equipped shipyards, at least on the eastern coast. Photographs of St. John of fifty years ago show a city busy with wooden sailing vessels, built in the Maritime Provinces. To-day the harbor is no less busy, but the ships therein shown are not built in Canada. It is the ambition of the citizens of St. John, it is the ambition of the people of the Maritime Provinces, that that old supremacy which was enjoyed in the time of wooden vessels should be once more recovered for Canada. The time has come for trying it.

Share in Business for Sale.

A party holding a large interest in a well-established, prosperous machinery manufacturing company on the Pacific coast, wishes to dispose of part of his holdings to meet personal obligations. Can arrange, if necessary, for purchaser with proper qualifications to take an active part in the management.

This is a splendid opportunity and investment for anyone wishing to get a start in a good, steady, legitimate, profitable business in a young, growing country.

Applicants who mean business—must have at least $20,000—are invited to investigate.

Write Box 234, INDUSTRIAL CANADA, Toronto.

Canadian Patent for Sale.

A new and improved Cupboard Door Fastener. Fastened inside. Opened by slight turn of knob either way. Neat in appearance. No stationary piece between double doors. Interesting occupation for right party to manufacture and sell. Write at once to J. L. Cox, Scottsville, N.Y.

A GROWING INDUSTRY IN CANADA

An Immense Increase Has Taken Place in the Number of Automobiles in Use in Canada. Interest in Automobile Shows Indicates a Record Year's Business.

WITH the holding of automobile shows in Toronto and Montreal, the motor season may be said to have opened. Its importance to Canada rests not alone in the game; an industry is in the making which during the next few years will bulk large in the investment of Canadian capital and the employment of Canadian labor. Only about twelve years ago automobile manufacturing commenced in the United States, yet for the coming year it is estimated that sales in that country will approach the three hundred million dollar mark. While we have not the population to justify us in anticipating any such development as this, without undue optimism we may expect that the coming decade will show advances of notable importance.

Even the present may be looked on with confidence if we may judge from the great variety of cars which are being exhibited at the shows. A glance at the photograph reproduced herewith will give an idea of the situation. In the St. Lawrence Market, where the Toronto show was held, a great stream of visitors viewed the exhibits, a new generation of automobilists was brought into existence, and sales of cars went on apace. At the same time was being held a convention of those interested in the good roads movement, a movement which is closely allied to motoring, as it is dear to the hearts of motorists.

This is an age of luxuries. Automobiles represent a means of enjoyment which was not possible to those of a few years ago, but which had but to be introduced to win general favor. They represent a sport, and make possible the enjoyment of the open air, the country, the beautiful by-ways and rural retreats which before were a closed book.

But beyond that they are a commercial necessity. Business and professional men have come to look on the automobile as of as much need as any of the other appurtenances to their work. In an age when it can be truthfully said that time is money the rapid transportation provided by a motor car is in very many cases an excellent investment. It saves time.



Scene at the Automobile Show at Toronto.

The Canada Cycle & Motor Co., Toronto, were the pioneers in Canada in the manufacture of automobiles. Ten years ago this company, which had been manufacturing bicycles exclusively before then, put the "Russell" car on the market, and it has been the outstanding example ever since of a Canadian-made automobile.

The Ford Motor Co. opened a Canadian branch in Walkerville in 1905, and since then have been a prominent factor in the Canadian trade.

In 1908 the McLaughlin Motor Co. commenced turning out the McLaughlin-Buick car, and in the same year the Tudhope Carriage Co. entered upon the manufacture of a high-wheeled car. The more recent additions to the ranks of Canadian makers are the Kennedy Motor Co., Preston; the Reo Motor Co., St. Catharines, and the E.-F.-M. Motor

Co., Walkerville. A number of others have found conditions too difficult, and after a short period of existence have disappeared.

In addition to the makers and assemblers of automobiles a wide range of manufacturers are affected by the industry. Carriage companies are providing bodies, steel makers meet a demand for castings, and rubber manufacturers find their business immensely increased. Each year should bring forth a new record.

INVESTIGATE COST OF LIVING.

OF considerable interest, in view of the widespread discussion on the cost of living, is the following resolution, which provides for an investigation of the subject by the Ways and Means Committee of the U. S. House of Representatives, of which Sereno Payne, the tariff maker, is chairman:

"Resolved: That the Committee on Ways and Means is hereby empowered and directed to make a thorough and complete investigation into the cost of living in the United States and any alleged increase thereof, and the cost of the necessaries of life, including clothing, fuel, furniture, meats, breadstuffs, and provisions generally, and implements, the cost of production, wholesale and retail prices thereof, and the rate of profit to those who sell and distribute the same, and the causes of such increased cost and prices, and whether and in what manner such cost and prices are affected, increased or otherwise, by any laws of the United States, and to investigate, recommend and report such legislation as will, in its judgment, contribute to restore such prices to their normal level; that said committee is further authorized to investigate and report, during the same period, the cost of living and of the necessaries of life as aforesaid in foreign countries, and if such cost has increased, the cause thereof.

"Said committee and any sub-committee thereof, shall have power to sit in Washington, or elsewhere in the United States during the sessions of the House or otherwise; to subpoena and examine witnesses under oath; to administer oaths to witnesses, to employ experts and other assistants, including counsel, as it shall deem necessary, and to send for records, papers, and all other evidence that may be necessary to make the investigation full and complete.

"All the costs and expenses of such investigation, including all necessary printing, shall be paid from the contingent fund of the House of Representatives.

"The hearings of the committee shall be open to the public, and the committee is directed to include in their report the evidence taken."

CAMPAIGN IN ST. JOHN.

AN aggressive campaign for a greater St. John has been launched, and a strong impetus was given the movement at a recent meeting of the Canadian Club by Messrs. T. H. Estabrooks, W. S. Fisher and Chas. McDonald, who spoke on the manufacturing advantages of the city. Mr. Estabrooks, as President of the Board of Trade, discussed the work which that body had undertaken. Publicity work, he pointed out, should be aimed at the citizens no less than at outsiders. Within the city itself were contained capital and enterprise enough to make it hum with industry, if the citizens would only show confidence and loyalty. Mr. Fisher outlined the transportation problems of the country and showed how every mile of track that was laid brought the western market closer to St. John. The growth of the winter business of the port had been immense, but the future held out promises to exceed the past. With the advent of the G.T.P. he predicted a still greater expansion of the trade of the Maritime Provinces.

Some keen and far-sighted remarks were made on the manufacturing possibilities of St. John by Mr. Chas. McDonald. He went beyond the usual round and got to the bottom of the problem—the making of a market. The first essential to the building up of St. John's industries was the development of a good, prosperous population throughout the Province. This could be aided by the co-operation of the city and Province in a strong immigration policy. If settlers took up the vacant farms there would be no necessity for offering free sites to manufacturers.

The Maritime Provinces have already shown that they can produce men who can cover all Canada with their products. By interesting such men as Messrs. Estabrooks, McDonald and Fisher in its welfare, St. John should make great strides forward in the future.

VALUABLE PUBLICATION FOR EXPORTERS.

The "Exporters' Encyclopedia" for 1910 (sixth year), just issued, is a handsome clothbound book of nearly 800 pages, containing detailed information on shipping routes, customs regulations, etc., for all foreign countries. It should prove of the greatest value to manufacturers and others who have export shipments to make, as the information given covers every possible question that may arise as to routing, marking, documentation, packing and forwarding.

When a manufacturer gets an order for export shipment, he is frequently without instructions how to make it. The "Encyclopedia" enables him to make a shipment to any foreign country in full security against delays, fines, etc., as it tells him every practical route to every place, whether he can get a through bill of lading, or if not, which is the nearest port to which a through bill of lading can be obtained. It tells him what customs regulations must be observed and the exact cost of same, what the transportation companies and foreign governments require as to consular invoices, bills of lading, payment of freight, packing, marking, etc.

When consular invoices are required the "Encyclopedia" tells where they are to be obtained, the cost of the blanks per set, the exact charges for certification, up to any amount, and also shows a fac-simile invoice, with English translation. Where no consular invoices are necessary, the fact is plainly stated, thus setting the shipper's mind at rest on that important point without loss of time.

The "Encyclopedia" tells whether freight must be prepaid or otherwise; how many bills of lading are required, and what statements must appear on same; the lowest cost for which a shipment can be made to any port; the direct ports of call, the frequency of sailings (or sailing days), the ports reached by trans-shipment, and how interior cities are reached. Every practical route from the United States to every foreign country is given.

The importance of this detailed information cannot be overestimated by shippers, as a failure to observe the conditions which apply invariably results in fines, delays, annoyance to customer and, eventually, loss of business.

It is published by Exporters' Encyclopedia Co., 80 Broad Street, New York.

The Middlesborough Steel Strip & Hoop Co., Ltd., Middlesborough, England, is engaged in preliminary work aiming toward the establishment of an iron and steel plant, including blast furnaces and rolling mills, on Vancouver Island, near Victoria, British Columbia. The location of the plant is close to some well-known deposits of bog ore. A representative of the Middlesborough Steel Strip & Hoop Co. is now in British Columbia making arrangements. The parent company is a successor of the late J. F. Pease & Co., Ltd., and controls rolling mills in England, manufacturing strips, hoops, nails, tubes, etc.

THE NEW FREIGHT ROUTE

How the Handling of Freight is Expedited on the Tehuantepec Railway.

A VIEW of the docks at one terminus of the Tehuantepec National Railway, given herewith, will give some idea of the facilities which that road offers for handling freight from car to boat and *vice versa*. Loss of time is minimized by the excellent equipment of the harbors, both at the east and west terminus. As will be seen from the illustration the tracks run along the wharves in close proximity to the boats, and large cranes assist in the transfer of freight from railway to steamship.

The Tehuantepec route has become a real element in the transportation of Canada. That this fact is being recognized is shown by the increased tonnage of the boats which have been giving a joint service in connection with the isthmian railway. Beginning with freight to the extent of about two hundred tons, the boats leaving the East have increased their business, till it is reported that the last one carried fifteen hundred tons for British Columbia. In addition to this, the better service made possible is having an effect in stimulating trade with Mexico.

The commercial conditions of British Columbia and the middle West are undergoing profound changes as a result of alterations and developments in transportation routes. Formerly the wholesale and jobbing houses of Vancouver were confined in their operations to the one Province. The Prairie Provinces were supplied more or less directly from the East. The Tehuantepec route, by offering a comparatively short and cheap route, enabled the manufacturers of Eastern Canada to lay down their goods in Vancouver in competition with the British and foreign producers. The result is shown in a rapid development of Vancouver as a distributing centre and the extension of its sphere of influence to include Saskatchewan and Alberta.

So far we just see the beginning of this change. When the G.T.P. and the C.N.R. complete their connections with the coast cities, the facilities for distribution will be immensely increased. The competition will have the effect of improving the service and lowering prices. How this has operated in the United States is seen in the case of Seattle and Portland, which have grown into large and prosperous wholesale centres, distributing their merchandise far into the middle western states.

The changes which are being brought about in the commercial status of the West will be still further accentuated when the Panama Canal is completed. The competition resulting from three transcontinental railways, the Tehuantepec route and the Panama Canal must bring about cheaper rates to the Pacific coast.



Terminal Facilities at Puerto, Mexico.

The Canadian General Electric Co. will build an addition to their plant in Peterborough, or else establish a new plant in Toronto. Mr. Frederic Nicholls has looked over the situation in Peterborough, and it is understood that work will be carried on this summer.

THE SECRET OF SUCCESS

By Helen Cameron Parker

What Elements Have Contributed to Make the Experiment in Welfare Work at the Williams, Greene and Rome Factory Successful. The Place of Responsibility.

NOTWITHSTANDING the facts given in the last issue of INDUSTRIAL CANADA regarding the practical results of Welfare Work as it is carried on in the firm of Williams, Green & Rome, Berlin, Ontario, the fact that "it pays" financially is not in the President's opinion the best feature of the work.

Abraham Lincoln's working principle, "there is something better than making a living,—making a life," he has adopted as his own, and underlying, animating, all the provision for the well-being and advancement of his employees is his belief in the conservation and improvement of our country's greatest national resource, the lives and characters of the rank and file of the people. As one of the speakers at an annual meeting of the company tersely and forcefully expressed it,—"Welfare Work in W. G. & R. is not a question of building up a great company. It has a bigger, broader view; its vital interest and deepest concern is the raising of the tone, and the ideals of the people of the company. It is a question of making good men and women."

The present modest equipment of this firm in the matter of reading-rooms, rest-rooms, lunch-rooms and library is one of the best arguments against the erroneous idea which is too prevalent, that *these* constitute "Welfare Work." Loyalty to the firm and an esprit de corps must first be awakened in the employees by the recognition of a true spirit of comradeship on the part of the heads. Then equipment may be added, as the demand appears, slowly and cautiously.

How It Began.

In this way work began in the W. G. & R. factory. Noticing that many of the girls brought their lunches to the factory, a small room in the hall was fitted up with urns for tea and coffee, and small lunch-room equipment. This arrangement was for a time, satisfactory, but necessarily gave place to the present lunch-room which, though well equipped, does not satisfy the firm who are looking forward to an ideal lunch-room with adjoining library and rest-room.

The present room with a seating capacity for eighty is managed by representatives from each department, who finance it. The firm supplies light and heat and pays the attendant in charge. The employees with some assistance from the firm supplied the equipment.

The following list is printed on slips which are placed in one box by the side of which is another for signed slips:—

This list must be placed in the box in the hall by ten o'clock each morning, in order that the person in charge will have ample time for preparation.

Mark what you want, total the amount, sign your name and date.

Have your tickets ready.

Monday	Bean Soup.
Tuesday	Vegetable Soup.
Wednesday	Potato Soup.
Thursday	Pea Soup.
Friday	Tomato Soup.

Fruit in Season.

Soup	3c.
Sandwiches	3c.
Bananas	3c.
Tea and Coffee	2c.
Milk	2c.
Bread and Butter	1c.
Cake	1c.
Hot Water	1c.

The Girls' Rest Room.

This is also managed by a committee of girls representing each department and is for the comfort of any who may be indisposed. There is a bath in connection and the firm allow twenty minutes of the firm's time each week for a bath for which a fee of five cents is charged, which goes to the maintenance of the room.

While sitting in the room with the secretary, talking over the work, two girls came in, one stayed a little while, but went away quieted and refreshed. The other was suffering, and throwing herself down on the couch, pulled up the rug and turned her face to the wall. Our quiet conversation did not disturb her, and she fell asleep. In about twenty minutes she turned around and said, "I must have been asleep." The Secretary went to her side and asked her if she could give her something to help her, but she replied that she felt much better, and could go back to her work shortly.

Only those who know the constitution of a woman with her finely poised organism can fully understand how at times such moments of rest are a physical necessity and a true economic investment. From the moments of relaxation come new strength and working capacity, and the time lost is more than made up by the quantity and quality of the work done after such rest. There is no question in the minds of those investigating these matters that many of the losses incurred by bad workmanship should be credited to over-strained nerves. This is borne out by the fact that most of the accidents which occur in the use of dangerous machinery happen during the hours of eleven and twelve in the morning, and five and six in the evening, when nervous exhaustion prevails.

In a letter received from the Secretary of Williams, Greene & Rome this week, she says, "of late we have had quite a number of girls sick, and our rest-room has been very useful indeed. We called in a doctor the other day who had never been inside the factory before and he was so pleased to find a place where we could care for those who are taken sick while at work."

Near the rest-room is a small drying room, also managed by representatives from each department, in which the wearing apparel may, in inclement weather, be dried. The girls may leave one of their own skirts and a pair of shoes to be used at such times, or may rent for two cents per article those provided by the firm.

Men's Club Room.

This room is controlled by the W. G. & R. Athletic Association, and has free for its members, tub and shower

baths and indoor games. Lockers are supplied for a small fee.

The Library, which is on the ground floor and near the lunch-room, contains about 300 volumes of standard fiction, the best magazines and leading newspapers of the Province, also all local newspapers. It is open with a librarian in attendance during the noon-hour and after five o'clock for three evenings in the week. During working hours, if an operator is out of work for a short time, he or she is requested to spend that time in the library, instead of interfering with other workers.

Employees' Benefit Association.

It is hardly necessary to say that there is an employees' benefit association. This was organized in the spring of 1905, with 66 members. The present membership is about three times as large. The employees pay 5, 10, 15 and 20 cents bi-weekly, according to the wages earned, and, in return, are entitled to the services of a physician and $1.25, $2.50, $3.75 and $5 a week (according to scale) for eight weeks, and one half the amount for the following four weeks. In case of death, relatives of members paying 15 and 20 cents bi-weekly are entitled to $50, while relatives of members paying 5 and 10 cents receive $25.

Proof of the spirit of mutual kindliness and thoughtfulness which has been developed among the employees is furnished by the Flower and Relief fund. This fund is derived from voluntary contributions from the employees and is used for the purchase of flowers, fruit, etc., for members of the force when confined to their homes by sickness. This fund is managed by a committee representing each department. Members of this committee visit the sick employees and carry flowers and fruit to them.

Employees' Bank Accounts.

Efforts have constantly been put forth by Mr. Williams to induce the employees to save a portion of their earnings. At the close of 1907—which marked the twenty-fifth anniversary of the company's establishment—Mr. Williams, on behalf of the directors, presented each of the employees with a Toronto Savings Bank deposit book, in which an account had been opened representing $1 for every year served by the respective employee. One employee had then been with the company twenty-two years and scores of them had a record of ten years. The total amount distributed on the occasion was $1,835.

The idea of having a bank account took so strong a hold on a number of the employees that in three months the savings bank accounts of the employees had increased to $6,500. At the close of last year, 1909, the deposits amounted to $13,200, compared with $10,406 deposited during the previous year.

Mr. Williams is strongly in favour of the adoption of the penny-bank system in connection with the public schools and is of the opinion that every factory in town should have a savings bank department.

Compared with the provision of some of the firms in which "Welfare Work" has been tried and pronounced a failure, the equipment of this firm is primitive and meagre, and no one is more conscious of the defects and deficiencies than those members of the company most interested in this part of the work, and none are more eagerly working for the day of bigger things. But this but brings out the point stated in the preceding article that it is "the spirit which giveth life." Beneath these modest equipments throbs the spirit of brotherly love, the great motive power, and the first absolute essential for harmonious and successful co-operation.

The second essential, the Welfare Manager, has been well chosen; Mr. Dekleinhans, a young man full of faith and enthusiasm, keeps in close touch with the lives of the workers inside and outside the factory, and viewing the splendid results of his superintendence, and the good work of his Secretary, Miss Collard, the wonder that such officers are not on the staff of every factory with any pretensions of following modern methods, grows into amazement.

The policy which provides for the care of the heavy machinery and gives no personal care to the men, women and children at work in the factory, instruments so delicate and yet so filled with undiscovered potentialities of energy and devotion, is anti-dated, and in the light of to-day, inexplicable.

One of the most valuable contributions of psychology to the industrial world is the knowledge of the influence of the mind on the activities of the body. The work produced by one whose mind is filled with some of the joy of living, and the ambition of hope, is greater in quantity and better in quality, than that produced by one crushed by the weight of the struggle with poverty, and the consequent hopelessness.

The editor of one of the Cleveland papers, in an address to employers in the city of New York, last winter, made the statement, challenging refutation, that the working capacity of each worker in the average shop or factory could be increased 40 per cent. without individual strain, by wise management and the inoculation of ambition and hope.

The Welfare Secretary.

The Welfare Manager or Secretary, of whom there are now over 100 in the United States and for whom there are planned and provided special courses in colleges and schools of philanthropy, comes into the lives of the workers with the energy and confidence of hope in the future for them, works with them, observes them, discovers their weaknesses and strength, encourages, warns, and guides them; plans for them; and in odd moments and ways opens up new avenues of thought and ambitions, by which their lives are energized.

The educative and refining influence on the lives of the women and girls in a factory or shop of such a woman cannot be estimated.

The special kind of secretary, and the details of the plan are problems which each establishment must work out for itself as the circumstances are different in each case. Some on the other side have a secretary, a trained worker, and the best is not too good for this work, who devotes all her time, or his time as the case may be, to the personal care of the employees. In other cases one or more factories unite and provide one secretary among them, while others work through the Y. W. C. A. and the Y. M. C. A., who provide specially trained workers for this department of work.

The firms in the United States which have such secretaries and have expressed a willingness to correspond with any one wishing to investigate are Colgate & Co., Smith, Kaufman Co., Seigel, Cooper, Abraham Strauss, New York; The Pilgrim Laundry, Brooklyn, N. Y., The Curtis Publishing Co., Philadelphia; The Forbes Lithographing Co., Revere, Mass. and Wanamaker, Philadelphia.

If our Canadian Industries and business concerns demand and make use of for nine hours of the day, 156,069 of our women, surely it becomes their duty, a duty which they owe to the nation, to conserve and develop this great resource, and to provide in some measure for these workers the educational advantages from which their work debars them.

If this cannot be done, then the industrial growth and activity upon which we are priding ourselves, as a country, becomes a natural menace, drafting, as it does at present, thousands of boys and girls of school age into a life from which all hope of higher or broader education is shut off. The question is one of tremendous import, and must be faced.

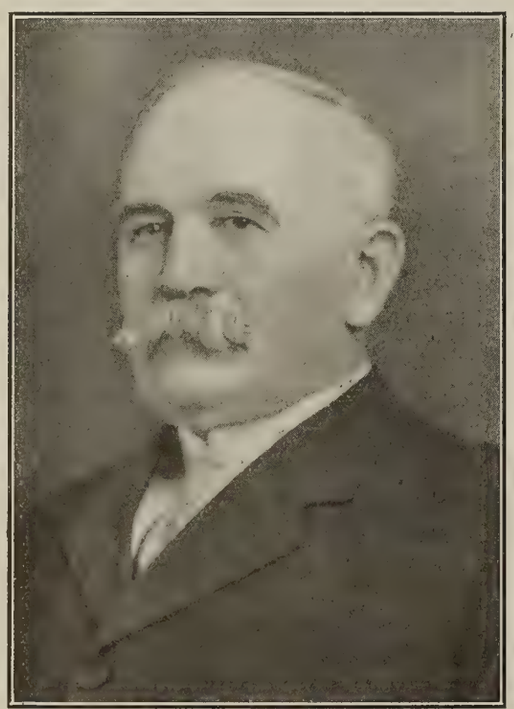
MEN OF THE MONTH

HEAD OF A BIG COMPANY.

AMONG the men who have grown with the country is Mr. N. Curry, now president of the big merger known as the Canadian Car and Foundry Co. Mr. Curry was first heard of in a business way in connection with the contracting firm of Rhodes, Curry & Co., of Amherst, N.S. It was not long before the enterprising firm of builders found need for a wood-working plant. A sash and door factory followed in the natural order of events. As the demand for railway equipment grew the possibilities for car building were revealed, and this was in due course added to the list. Finally the Rhodes, Curry Co. were building twenty freight cars a day and sixty passenger cars a year. To this must be added a rolling mill with a capacity of eighty tons of bar iron and steel per day, an axle shop, from which 200 axles were turned out daily, and a malleable iron foundry, producing twenty tons of malleable castings per day.

Mr. Curry has been the guiding spirit through all this development. Through his organizing ability the contracting firm began to supply its own building supplies, through his keen observation car building was added to the firm's other activities, and under his close supervision and direction the foundries and machine shops were added. He may be said to be responsible for the position of the Rhodes, Curry Co. as it was when it entered the merger.

H. M. Aitken, of Montreal, and E. R. Wood, of Toronto, were responsible for the consolidation of interests which resulted in the elevation of Mr. Curry to the presidency of a company with an authorized capital of $12,500,000 and a bond issue of $3,500,000, an industrial giant of the first rank. The new company, the Canadian Car and Foundry Co., is a merger of the Dominion Car and Foundry Co., the Canada Car Co., and the Rhodes, Curry Co. Here Mr. Curry will have an opportunity of working out to the full the large business ideas which he possesses. His steady progress along the road of success indicates a promising future for the concern over which he presides.



Mr. N. Curry,
President Canadian Car and Foundry Company.



Mr. J. McDougald,
Commissioner of Customs.

THE COMMISSIONER OF CUSTOMS.

OTHERS make the tariff, Mr. John McDougald governs its enforcement. For fourteen years the present Commissioner of Customs has been in charge of this Department, having been appointed in 1896. He was peculiarly well fitted for the work to which he was assigned. Few men at Ottawa were so thoroughly conversant with the tariff as was John McDougald when he left the sphere of legislation to enter that of administration. He assisted in framing the iron and other schedules of former tariffs, and was responsible to no small degree in securing the adoption of principles which have been instrumental in bringing Canada to its present industrial position.

During his tenure of office, Mr. McDougald has given himself unreservedly to the public service. Many reforms in the Department are directly attributable to him. He has shown a commendable zeal in simplifying procedure and expediting business. To the public he has ever shown a desire to give the best service with the minimum of trouble. Whether or not he considers a case worthy of further investigation, he is always ready to hear what is to be said on either side. Among the manufacturers of Canada, who are of necessity extensive importers and users of the Customs, the Commissioner is well and favorably known.

The Canadian-American Gas and Gasoline Company will locate a plant in Dunnville, Ont. In consideration of a loan on the part of the municipality of $30,000, the company will erect a foundry and machine shop at a cost of $45,000.

CHANGES IN FREIGHT RATES DURING FEBRUARY

List of Freight Schedules Filed with the Board of Railway Commissioners During month of February, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Michigan Central R.R.			
Sup. 9 1408	Sup. 9 G.F.D. 7900	Mar. 1, '10	Class and commodity rates, M. C. R.R. points to stations in Canada.
1543 Cancels 1493	G.F.D. 8248 Cancels 8089	Mar. 1, '10	Grain and grain products, M. C. R.R. stations to points in U. S.
Niagara, St. Catharines and Toronto Railway.			
470 Cancels 11	G.F.D. 466 Cancels 6	Mar. 4, '10	Class rates, N., St. C. and T. Ry. points to Buffalo, Black Rock and Suspension Bridge, N.Y.
Wabash R.R.			
106	B. 1107	Feb. 1, '10	Brick, etc., c.l., P. & L. E. points to points in Canada.
421 Cancels 316	B. 5068 Cancels A. 5068	Feb. 1, '10	Billets, pig iron, etc., c.l., points in Illinois, Ohio, etc., to points in Ontario.
Sup. 20 42	Sup. 20 35400	Feb. 22, '10	Class and commodity, Wabash R.R. stations to points in Canada.
428 Cancels 91	10541 Cancels 2565	Mar. 1, '10	Grain and grain products, c.l., Wabash stations in Canada to points in U. S.
Central Freight Association.			
Sup. 1 119	Sup. 1 131	Mar. 15, '10	Lumber, c.l., points in Illinois, Ohio and Kentucky to stations in Ontario.
Chicago Great Western R.R.			
Sup. 1 69	Sup. 1 15058 A.	Feb. 28, '10	Class and commodity rates, E. Dubuque to points in Canada.
Cincinnati and Muskingum Valley R.R.			
Sup. 3 19		Mar. 3, '10	Class and commodity rates, C. & M. V. R.R. stations to points in Canada.
Central R.R. of New Jersey.			
Sup. 10 337		Mar. 1, '10	Commodities, C. R.R. of N. J. points to stations in Ontario.
372		Feb. 11, '10	Classes, C. RR. of N. J. points to Intercolonial Ry.
Sup. 9 337		Feb. 10, '10	Class and commodity, C. R.R. of N. J. points to Canada.
376 Cancels 366		Feb. 18, '10	Cement, c.l., C. R.R. of N. J. points to G. T. points in Canada.
Sup. 8 337		Feb. 1, '10	Commodity, C. R.R. of N. J. points to Canada.
Sup. 7 336		Feb. 1, '10	Classes, C. R.R. of N. J. points to Canada.
377		Feb. 26, '10	New iron and steel rails, c.l., Bethlehem, Pa., to points in Canada.
378		Feb. 26, '10	New iron and steel rails, c.l., Bethlehem, Pa., to Intercolonial Ry. points.
379		Feb. 26, '10	New iron and steel rails, c.l., Bethlehem, Pa., to points in Canada.
Baltimore and Ohio R.R.			
657 Cancels 623		Mar. 1, '10	Paving brick, c.l., Ohio and Pennsylvania points to stations in Canada.
Sup. 11 to 337		Mar. 15, '10	Commodity, C. R.R. of N. J. stations to points in Ontario.
Canadian Pacific Railway.			
Sup. 4 E. 1538	Sup. 4 E. 1123	Feb. 5, '10	Local switching at various points.
E. 1686 Cancels E. 1376	E. 1273 Cancels E. 1376	Mar. 4, '10	Classes from Detroit to various points in Canada.
E. 1665 Cancels E. 520	E. 1252 Cancels E. 350	Mar. 6, '10	Classes, C. P. stations to Boston and Mystic Wharf for export.
E. 1666 Cancels E. 520	E. 1666 Cancels E. 350	Mar. 6, '10	Commodities for export to Boston and Mystic Wharf.
E. 1682 Cancels E. 1204	E. 1269 Cancels E. 785	Mar. 5, '10	Starch, c.l., C. P. stations to points in U. S.
E. 1685	E. 1272	Feb. 15, '10	Equalization allowances at various points.
E. 1684 Cancels E. 972	E. 1271 Cancels E. 581	Mar. 7, '10	Commodities between various points.
Sup. 7 E. 554	Sup. 7 E. 270	Feb. 15, '10	Cancellation of rates on metallic shingles to the Northwest.
Sup. 6 E. 1263	Sup. 6 E. 845	Feb. 18, '10	Classes between C. P. R. stations, Toronto, and north and west thereof.
Sup. 33 E. 1062	Sup. 33 E. 649	Feb. 24, '10	Classes between stations in Eastern Canada and points in the Northwest.
E. 1697 Cancels E. 1591	E. 1284 Cancels E. 1178	Mar. 29, '10	Classes, stations in Canada to points in New York, Pennsylvania, Ohio and W. Virginia.
E. 1699 Cancels E. 135	E. 1286 Cancels E. 23	Mar. 1, '10	Class and commodity from stations in Canada to points in Newfoundland.
Sup. 29 E. 1127	Sup. 29 E. 709	Feb. 15, '10	Commodities between various points.
Sup. 9 E. 1499	Sup. 9 E. 1084	Feb. 10, '10	Building material between various points.
E. 1687	E. 1274	Mar. 9, '10	Classes, C. P. R. stations to New York, Philadelphia and Baltimore for export.
E. 1689 Cancels E. 1622	E. 1276 Cancels E. 1209	Mar. 9, '10	Woodpulp, c.l., C. P. R. stations to points in U. S

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
E. 1688	E. 1275	Mar. 9, '10	Commodities, C. P. R. stations to New York, Philadelphia and Baltimore for export.
Sup. 3 E. 1593	Sup. 3 E. 1180	Mar. 9, '10	Paper, c.l., C. P. R. stations to points in U. S.
Sup. 30 E. 1127	Sup. 30 E. 709	Feb. 14, '10	Commodities between various points
Sup. 10 E. 1588	Sup. 10 E. 1175	Feb. 14, '10	Steel rails, c.l., Sault Ste. Marie, Ont., to Galt, 15c per 100 lbs.
Sup. 1 E. 1655	Sup. 1 E. 1242	Mar. 12, '10	Commodities, C. P. R. stations to Buffalo, Black Rock and Suspension Bridge, N.Y.
E. 1693	E. 1280	Mar. 25, '10	Class rates, C. P. R. stations to Philadelphia and points taking same rates.
E. 1694 Cancels E. 1680	E. 1281 Cancels E. 1247	Mar. 25, '10	Commodity, C. P. R. stations to Eastern U. S. points.
E. 1040	E. 1289	Mar. 26, '10	Woodpulp, c.l., C. P. R. stations to points in U. S.
Grand Trunk Railway.			
Sup. 54 E. 1210	Sup. 54 C.F. 83	Feb. 14, '10	Lumber and forest products between various points in Canada.
E. 1872	C.G. 50	Mar. 1, '10	Grain and grain products, G. T. stations in Canada to points on D., L. & W. and L. V. Railways.
W. 222 Cancels W. 110 and W. 175	W. 303 Cancels G.F.D. 1248 and 1478	Mar. 1, '10	Pig iron, billets, etc., G. T. western lines to points in Canada.
Sup. 6 E. 1686	Sup. 6 S. 71	Feb. 17, '10	Local switching charges.
E. 1880 Cancels E. 1009	C.P. 53 Cancels C.P. 17	Mar. 22, '10	Paper, c.l., Ottawa, Merritton and Thorold to points in U. S.
E. 1892 Cancels E. 1885	C.I. 88 Cancels C.I. 87	Feb. 19, '10	Bridge and structural iron, c.l., min. 3,000 lbs., Hamilton to Montreal and Cyrville, P.Q., 16½c per 100 lbs.
Sup. 2 E. 1819	Sup. 2 C.P. 50	Mar. 23, '10	Woodpulp, c.l., Merritton and Thorold to points in U. S.
E. 1895 Cancels E. 1295	C.O. 56 Cancels C.O. 22	Feb. 23, '10	Oil (coal or kerosene), barrelled in transit at various points.
E. 1897 Cancels E. 1808	A. 11 Cancels A. 10	Mar. 1, '10	Basis for class rates between G. T. stations in Canada and points on C. N. O. Ry.
Intercolonial Railway.			
Sup. 4 603	Sup. 4 I. 37	Jan. 25, '10	Class and commodity, import, St. John, Halifax and Dartmouth to points on G. T. Ry.
Sup. 3 610	Sup. 3 I. 39	Jan. 25, '10	Class and commodity, import, St. John, Halifax and Dartmouth to points on C. P. R.
Sup. 8 39	Sup. 8 G.B.J. 7	Jan. 31, '10	Iron and steel, Sydney, North Sydney, etc., to points in Canada.
Western Trunk Line Committee.			
Sup. 9 E. 1570	Sup. 10 C.U. 36	Mar. 12, '10	Commodities between various points in Canada.
Sup. 6 E. 1691	Sup. 6 C.U. 39	Mar 10, '10	Commodities between G. T. stations and Buffalo, Black Rock and Suspension Bridge, N.Y.
Sup. 45 E. 148	Sup. 46 E.W. 3	Mar. 14, '10	Forest products between various points in Canada.
Sup. 4 W. 213	Sup. 4 G.F.D. 1612	Mar. 12, '10	Class and commodities, G. T. western lines to points in Canada.
E. 1899	C.I. 89	Mar. 7, '10	Iron commodities, Montreal, Dominion and Lachine to points on Intercolonial Ry.
Sup. 5 E. 1444	Sup. 5 C.M. 9	Mar. 7, '10	Commodities, Montreal, Quebec, etc., to points on Intercolonial Ry.
Sup. 9 E. 1380	Sup. 6 S. 64	Feb. 24, '10	Interswitching. (New rule, per Board's order.)
Erie R.R.			
Sup. 46 4	Sup. 46 R. 9146	Mar. 5, '10	Class and commodity rates, Erie stations west of Pittsburg to points in Canada.
Sup. 7 79	Sup. 7 A. 3925	Mar. 1, '10	Billets, pig iron, etc., Akron, Cleveland, etc., to points in Ontario.
Sup. 8 79	Sup. 8 A. 3925	Mar. 23, '10	Billets, pig iron, etc., Erie R.R. stations to points in Ontario.
151	9671	Feb. 17, '10	Fire clay, c.l., points in Pennsylvania to Montreal, $2.70 per ton.
Sup. 49 1	Sup. 49 R. 9148	Feb. 21, '10	Class and commodity, Erie lines west of Buffalo to points in Canada.
Sup. 6 79	Sup. 6 A. 3925	Feb. 15, '10	Iron and steel, Cleveland, Akron, etc., to points in Ontario.
Cleveland, Cincinnati, Chicago and St. Louis Railway.			
Sup. 26 144	Sup. 26 830 A.	Mar. 1, '10	Class and commodity rates, C., C., C. & St. L. points to stations in Ontario.
Louisville and Nashville R.R.			
Sup. 86 64	Sup. 4 G.F.D. 933	Mar. 12, '10	Class rates, L. & N. R.R. stations to points in Canada.
Illinois Central R.R.			
150 Cancels 103	742 B. Cancels 742 A.	Mar. 1, '10	Lumber, c.l., New Orleans to points in Canada.
A. 102 Cancels A. 97	849 G. Cancels 849 F.	Feb. 15, '10	Commodities, St. Louis, Peoria, etc., to Canada.
Queen and Crescent Route.			
Sup. 6 3	Sup. 6 640 B.	Mar. 7, '10	Lumber, c.l., Southern U. S. points to Canada.
Duluth, South Shore and Atlantic Railway.			
241 Cancels 114	G.F.D. 10542 Cancels 7530	Mar. 3, '10	Pig iron, c.l., Marquette, Newbury, Mich., etc., to points in Ontario.
New England Navigation Co.			
A. 17 Cancels A. 8	A. 121 Cancels A. 86	Feb. 18, '10	Myrobalans, c.l., New York to London, Ont., 18c. per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Baltimore & Ohio R.R.			
664		Mar. 15, '10	Classes, B. & O. stations to points on G. T. Ry.
661 Cancels 230 and 312		Mar. 16, '10	New iron and steel rails, c.l., B. & O. stations to points in Canada.
Sup. 106 251		Mar. 15, '10	Brick, etc., B. & O. stations to points in Canada.
Lake Shore and Michigan Southern R.R.			
80 Cancels 68		Mar. 17, '10	Class and commodity, L. S. & M. S. stations to points in Canada.
194		Feb. 1, '10	Classes, L. S. & M. S. points to stations in Canada.
Detroit, Toledo and Ironton Railway.			
Sup. 20 72	Sup. 20 1106	Mar. 16, '10	Commodity, Detroit and Wyandotte, Mich., to points in Canada.
D. 32 Cancels 70	D. 298 Cancels 1080	Mar. 29, '10	Commodity, D., T. & I. Ry. points to Canada.
Chicago, Great Western R.R.			
Sup. 1 69	Sup. 1 15058 A.	Mar. 20, '10	Class and commodity, E. Dubuque, Ill., to points in Canada.
Duluth South Shore and Atlantic.			
243	10592	Mar. 19, '10	Acetone, creosote oil, wood alcohol, etc., for export, Marquette, Mich., to Montreal.
Michigan Central R.R.			
Sup. 2 1515	Sup. 2 8163	Feb. 23, '10	Calcium carbide, Merritton, Thorold, etc., to Boston and New York.
Sup. 3 1414	Sup. 3 7916	Feb. 25, '10	Classes, from M. C. R.R. points in Canada to stations on various lines in Canada.
1550 Cancels 1445	8266 Cancels 7964	Feb. 25, '10	Sugar beets, c.l., M. C. R.R. points in Canada to Wallaceburg.
1549 Cancels 1341	8264 Cancels 7754 and 7823	Mar. 17, '10	Switching tariff.
1555 Cancels 298	8278 Cancels 5550	Mar. 31, '10	Classes,, M. C. stations to points on Central Indiana Ry.
Pere Marquette R.R.			
Sup. 4 1023	Sup. 4 2630	Mar. 23, '10	Billets, pig iron, etc., P. M. stations to points in Canada.
New York, New Haven and Hartford R.R.			
251	23500	Mar. 15, '10	Classes, N. Y., N. H. & H. points to points on C. P. R.
Pittsburg and Lake Erie R.R.			
Sup. 15 102	Sup. 15 B. 1050	Mar. 15, '10	Class and commodity, P. & L. E. points to Canada.
196 Cancels 156	4762 Cancels 4328	Feb. 23, '10	Classes, import, Boston to C. P. R. stations.
Pennsylvania R.R.			
Sup. 1 J.J. 27		Mar. 15, '10	Iron and steel rails, P. R.R. points to Canada.
New York, Ontario and Western R.R.			
Sup. 2 339	Sup. 2 C. 17	Mar. 15, '10	Import commodities, New York, Jersey City, etc., to points in Ontario.
Sup. 2 343	Sup. 2 10287	Mar. 15, '10	Commodity, N. Y., O. & W. points to stations in Ontario.
Sup. 2 A. 50	Sup. 2 41 A.	Mar. 15, '10	Sand, all kinds, c.l., points in Illinois to Canada.
Louisville and Nashville R.R.			
Sup. 9 110	Sup. 9 1342	Mar. 17, '10	Class and commodity, Southern States points to Canada.
Sup. 11 104	Sup 11 1205	Mar. 16, '10	Forest products, c.l., L. & N. Ry. stations to Canada.
Raritan River R.R.			
83 Cancels 80		Mar. 24, '10	Clay conduits, c.l., R. R. Ry. stations to points in Canada.
Louisville, Henderson and St. Louis Railway.			
Sup. 1 4	Sup. 1 798	Mar. 12, '10	Class and commodity, stations on L., H. & St. L. Ry. to Canada.
Transcontinental Freight Bureau.			
Sup. 4 256	Sup. 4 3 H.	Mar. 22, '10	Class and commodity from California terminals to points in Canada.
Sup. 5 255	Sup. 5 2 G.	Mar. 22, '10	Class and commodity, North Pacific Coast terminals to points in Canada.
270 Cancels 254	1 K. Cancels 1 J.	Mar. 22, '10	Class and commodity, from Eastern Canada to California terminals.
Sup. 4 255	Sup. 4 2 G.	Feb. 18, '10	Class and commodity, North Pacific Coast to points in Canada.
Sup. 4 254	Sup. 4 1 J.	Feb. 15, '10	Class and commodity from California Territory to Canadian points.
Mobile and Ohio R.R.			
23 Cancels 15		Mar. 4, '10	Lumber, c.l., M. & O. stations to points in Canada.
24		Mar. 5, '10	Spokes, c.l., M. & O. stations to points in Canada.
25	3785	Mar. 6, '10	Class and commodity, Mobile, Ala., to points in Canada.
Baltimore and Ohio R.R.			
662 Cancels 636		Mar. 12, '10	Commodities, B. & O. stations to points on C. P. Ry.
Delaware and Hudson Co.			
890 Cancels 210, 266, 267, 771		Mar. 12, '10	Commodities, D. & H. points to stations in Ontario.

C.R.C.	R.R. No.	Effective.	Description.
Chicago, Rock Island and Pacific Railway.			
117 Cancels 2, 6, 115		Mar. 15, '10	Class and commodity, C., R. I. & P. stations to points in Canada.
Raritan River R.R.			
82		Mar. 12, '10	Clay, c.l., R. R. R.R. stations to Belleville, $3.50 per net ton.
Philadelphia and Reading R.R.			
270		Mar. 13, '10	Nitrate of soda, c.l., Chester and Philadelphia, Pa., to Toronto, Ont., 18c per 100 lbs.
Chesapeake and Western Railway.			
10 Cancels 9	1182 Cancels 1076	Mar. 14, '10	Tanning extract, Stokesville, Va., to points in Canada.
E. 1690	E. 1277	Feb. 15, '10	Axes and adzes, c.l., Montreal and stations west in Canada to Vancouver, Victoria, Nanaimo and Westminster, B.C., $1.00 per 100 lbs.
Sup. 7 E. 554	Sup. 7 E. 270	Feb. 15, '10	Cancellation of rate on metallic shingles and siding, c.l., from Oshawa, Toronto, Galt, Preston and Montreal to stations in Northwest.
Niagara, St. Catharines and Toronto Railway.			
478 Cancels 361	G.F.D. 474 Cancels G.F.D. 357	Feb. 15, '10	Iron and steel welded chain, St. Catharines to various points in Canada.
Michigan Central R.R.			
Sup. 9 1220	Sup. 9 G.F.D. 7495	Feb. 15, '10	Sugar, c.l., Wallaceburg to Winnipeg, 60c per 100 lbs. Oil, c.l., Wallaceburg to Winnipeg, 66c per 100 lbs.
Central R.R. of New Jersey.			
382 Cancels 253		Mar. 11, '10	Pig iron, c.l., C. R.R. of N. J. points to Montreal, $3.50 per gross ton.
Wabash R.R.			
432 Cancels 422	C. 9503 Cancels B. 9503	Mar. 9, '10	Corn, c.l., Chicago and Toledo to points in N. B. and N. S.
Galveston, Harrisburg and San Antonio Railway.			
Sup. 5 2	Sup. 5 145 E.	Mar. 11, '10	Commodities, points in Mexico to Canada.
Louisville, Henderson and St. Louis Railway.			
Sup. 1 4	Sup. 1 798	Mar. 12, '10	Class and commodity, points in Ill., Ky. and Mo. to Canada.
Southeastern Freight Association.			
1		Mar. 12, '10	Commodities, Southern States points to Canada.
Pennsylvania R.R.			
F. 27		Mar. 12, '10	Class and commodity, P. R.R. stations to points in Canada.
Western Trunk Line.			
Sup. 3 A. 48	Sup. 3 4 A.	Apr. 1, '10	Lumber, c.l., stations in Iowa, Michigan, Minnesota and Wisconsin to points in Canada.
Central of Georgia Railway.			
Sup. 1 14	Sup. 1 35	Mar. 21, '10	Beauxite ore, iron ore, etc., C. of G. points to Canada.
New York, Ontario and Western Railway.			
Sup. 3 343	Sup. 3 10287	Mar. 24, '10	Commodity, N. Y., O. & W. stations to points in Ontario.
Chicago, Rock Island and Pacific Railway.			
Sup. 42 7	Sup. 43 7003 G.	Mar. 31, '10	Class and commodity, Rock Island, Ill., to points in Canada.
Lehigh Valley Railway.			
736		Mar. 24, '10	Zinc ore, c.l., Franklin Jct. and Ogdensburg, N.J., to points in Ontario.
Boston and Albany R.R.			
197 Cancels 195	4791 Cancels 4761	Mar. 28, '10	Classes, B. & A. stations to Montreal and other C. P. R. stations.
198 Cancels 196	4792 Cancels 4762	Mar. 28, '10	Import class rates, Boston to Montreal and other C. P. R. points.
New Orleans and Northeastern R.R.			
39 Cancels 10	494 B. Cancels 494 A.	Mar. 21, '10	Class and commodity, New Orleans, Vicksburg, etc., to points in Canada.
Hocking Valley Railway.			
107	C. 169	Mar. 22, '10	Classes, H. V. stations to points on Wabash R.R.
Delaware and Hudson Co.			
893		Mar. 21, '10	Balata, rubber, copper, etc., New York to Montreal.
Chicago, Indiana and Southern Railway.			
110 Cancels 108	747 Cancels 746	Mar. 25, '10	Commodities, C., I. & S. Ry. stations to points in Canada.
109 Cancels 88 and 97	277 E. Cancels 277 D. and 279 A.	Mar. 25, '10	Class and commodity, C., I. & S. stations to points in Canada.
Norfolk and Western Railway.			
98 Cancels 73	2335 E. Cancels 2335 D.	Mar. 20, '10	Commodities, N. & W. Ry. stations to points in Canada.
West Shore R.R.			
395 Cancels 105	A. 5335 Cancels A. 1628	Feb. 5, '10	Classes, W. S. R.R. stations to points on O. & N. Y. Ry.
396 Cancels 95	A. 5336 Cancels A. 1547	Feb. 5, '10	Classes, W. S. R.R. stations to points on G. T. Ry.
Seaboard Air Lne.			
40	1722	Feb. 6, '10	Naval stores, Carolina Territory to Canada.
Bessemer and Lake Erie R.R.			
Sup. 5 55		Feb. 14, '10	Iron and steel, B. & L. E. R.R. stations to points in Canada.
Wheeling and Lake Erie R.R.			
Sup. 2 38		Feb. 19, '10	Iron and steel, Cleveland, Toledo, etc., to points in Canada.
42		Feb. 2, '10	Iron and steel, W. & L. E. R.R. points to stations in Canada.
Chicago, Cincinnati and Louisville R.R.			
50	2400	Feb. 10, '10	Iron and steel, C., C. & L. stations to points in Ontario.
Southeastern Mississippi Valley Association.			
Sup. 6 7	Sup. 6 1	Mar. 1, '10	Class and commodity, Southern States points to Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

532 **Woodenware.**—A South African firm of general hardware merchants desire to be placed in touch with Canadian shippers of all kinds of woodenware. Quotations to be c.i.f. Durban.

534 **Wood Bedsteads.**—A Manchester firm asks for catalogues and prices of wood bedsteads from Canadian manufacturers.

535 **Agency Abroad.**—A Rotterdam firm wants to get an agency for Canadian dried and evaporated fruits.

536 **Agency Abroad.**—An Amsterdam firm wants an agency for Canadian dried and evaporated fruits.

537 **Agency Abroad.**—An Amsterdam firm is desirous of establishing an agency for Canadian cereals and flour.

538 **Apples and Grease.**—An Amsterdam firm wants to get in touch with exporters of apples and grease.

539 **Agency Abroad.**—An Amsterdam firm wants an agency for Canadian dried, evaporated and fresh apples.

540 **Agricultural Implements.**—An Amsterdam firm will be pleased to get in touch with Canadian exporters of agricultural implements.

541 **Agricultural Implements.**—A firm in Hoorn will be pleased to get in touch with Canadian exporters of agricultural implements, and wants catalogue and price lists.

542 **Asbestos, Meat, and Slaughter-house by-products, Hides, Skins, Cereals of all kinds; Fruit, fresh, canned and evaporated; Furs, Metal Wastes, Ores, Maple Sugar, Oil, Seed, etc., etc.**—Prominent Hamburg, Germany, importers' agent wishes to establish connections with reliable exporters of the above and other commodities, which he can sell in Germany. He claims that the removal of the prohibitive tariff against Canadian goods will result in material increases in Canadian exports, and is prepared to render assistance to Canadian firms interested in the German market.

543 **Australian Agent.**—A well-known manufacturers' representative in Melbourne is open to act as Australian representative for Canadian exporters. Excellent references and connections.

544 **Box Shooks, Wooden Goods.**—Timber merchant and dealer in London, England, desires to get in touch with Canadian manufacturers in a position to export box shooks and other wooden material in competition with Norwegian and Swedish firms.

545 **Basswood for Piano Keyboards, Panels, etc.**—A South African firm are open to purchase the foregoing wood. Canadian references.

546 **British Representative.**—Englishman, with many years' experience in the United States and Canada, is returning to Great Britain, and will be glad to hear from Canadian firms desiring representation there.

547 **Bread Meal.**—Particulars of an extensive market for bread meal or ground bread can be secured on application to the head office. Material is used for filler in sausages, etc.

548 **Bacon, Neutral Lard, Oleo Oil, etc.**—One of the best-known firms of importers' agents and produce merchants in Christiania, Norway, is anxious to get in touch with Canadian exporters of the above products. Canadian references. Extensive market.

549 **Bedsteads.**—A Manchester firm now buying in the United States wishes to obtain catalogues and prices of wooden bedsteads from Canadian manufacturers.

550 **Boots and Shoes.**—A firm in Antigua wishes to hear from Canadian firms manufacturing light weight, low priced boots and shoes.

551 **Boot Leather.**—A South African firm desires to be placed in communication with Canadian exporters of all kinds of upper leathers for boots.

552 **Bullock Harness.**—A South African firm desires to be placed in touch with Canadian exporters of Canadian bullock harness, improved pattern.

553 **Coach Bolts, Horseshoes, Rasps, etc.**—A firm of hardware merchants and wheel importers in London, England, are anxious to secure quotations from Canadian manufacturers of the foregoing.

554 **Cotton Duck.**—A Newfoundland firm is open to purchase cotton duck.

555 **Cotton Twine.**—A Newfoundland firm would like to hear from exporters of cotton twine.

556 **Canned Goods.**—A produce agent at Edinburgh desires to get into communication with Canadian exporters of canned goods of every description: eggs, apples (dried and green), cheese and butter, maize, and British Columbia fresh salmon.

557 **Canned and Preserved Goods.**—A London firm asks to be placed in communication with Canadian shippers of canned and preserved goods.

558 **Chairs.**—A South African manufacturers' agent desires to be placed in touch with Canadian shippers of bent wood chairs. Quotations to be c.i.f. Durban and Delagoa Bay.

559 **Dried Fruit.**—An Amsterdam firm is desirous of getting into touch with Canadian exporters of dried fruit.

560 **Export Trade.**—Experienced and reliable salesman desires to hear from Canadian manufacturers who wish their products introduced in foreign markets. Is shortly leaving on a year's trip around the world for business purposes.

561 **Excelsior.**—Enquiry has been received for excelsior or wood wool from a prominent and large purchaser of this commodity in London, England. Prices and other particulars on application.

562 **Excelsior.**—A Newfoundland firm is open to buy excelsior.

563 **Flour and Rolled Oats.**—A Rotterdam firm wants to extend its connections with Canadian exporters of flour and rolled oats.

564 **Flour.**—A Newfoundland firm is open to purchase flour.

565 **Flour.**—A London firm who claim a long-established connection with the trade ask to be placed in correspondence with Canadian flour mills who are open to do export business.

566 **Furniture.**—An Amsterdam firm having a large business connection wants catalogues and price lists of office and school furniture.

567 **Flaxseed.**—An Amsterdam firm is desirous of getting into touch with Canadian exporters of flaxseed.

568 **Flour.**—A firm at Groningen is desirous of getting into touch with Canadian exporters of flour.

569 **Flour.**—An Amsterdam firm will be pleased to get in touch with exporters of Canadian flour.

570 **Flour.**—An Amsterdam firm is desirous of getting into touch with Canadian exporters of flour.

571 **Flour.**—A Rotterdam firm will be pleased to get into touch with Canadian exporters of flour.

572 **Furniture.**—A South African firm of manufacturers' agents desires to be placed in touch with Canadian shippers of school desks and furniture. Quotations to be c.i.f. Durban and Delagoa Bay.

573 **Flour, Biscuits, Lard, Salt Beef, Pork, Cereals, etc., Grain.**—Manufacturers' agent in Guadaloupe, West Indies, is in a position to place orders for Canadian exporters of the above and other products. Will welcome correspondence.

574 **Furniture, Church, Office, Schoolroom, etc.**—Prominent manufacturers' agent in Cape Town, South Africa, desires to get in touch with first-class Canadian exporters of the above furniture who are interested in South African business. Will also handle other lines.

575 **Grease, Suet, etc.**—An Amsterdam firm is desirous of getting into touch with Canadian exporters of grease, suet, hams, bacon and refined lard.

576 **Grey-boards.**—A Manchester firm asks for prices of grey-boards from Canadian manufacturers.

577 **German Cheap Bevelled Plate Glass, Newfoundland Agent.**—There is an opening in Newfoundland for the sale of cheap German bevelled plate glass. Firms interested can get the name of a suitable representative for this trade on application to the head office.

578 **Glass for Washboards.**—A firm in St. John's, Newfoundland, are in the market for glass for filling in washboards.

579 **Harness Leather.**—A South African firm of leather merchants and manufacturers desires to be placed in communication with Canadian exporters and manufacturers of harness leather, including sides and backs of all grades, black and brown. Also light strappings: rein, backs, butts and sides (dressed and in crusts).

580 **Household Furniture.**—An Amsterdam firm will be pleased to get into touch with a Canadian manufacturer of household furniture.

581 **Leather: harness, sole, upper.**—General merchant in Montserrat, B. W. I., is open to purchase the above leather from Canadian firms.

582 **Leather Belting.**—A South African firm desires to be placed in touch with Canadian exporters of leather belting.

583 **Maple Wood.**—A London company who are large buyers of maple wood would be glad to hear from Canadian shippers.

584 **Maple Flooring.**—A Manchester firm asks for prices and dimensions of maple flooring from Canadian manufacturers of same.

585 **Mica.**—A London company invites samples and quotations from Canadian shippers of mica.

586 **Manufactured Goods of All Kinds.**—Merchant in Berbice, British Guiana, desires catalogues and prices from Canadian manufacturers of various lines. Will sell on commission.

587 **Oatmeal.**—An Amsterdam firm is desirous of getting into touch with Canadian exporters of oatmeal.

588 **Oil Cakes.**—A firm in Groningen is desirous of getting into touch with Canadian exporters of oil cakes.

289 **Oil Cakes.**—A Rotterdam firm will be pleased to get in touch with Canadian exporters of oil cakes.

590 **Patent Leather.**—A South African firm desires to be placed in touch with Canadian exporters of patent leathers for harness and coach work, trimming leathers for carriage and motor work, basils for shoe and saddle work.

591 **Pine Pickets.**—One of the largest firms of timber and wooden goods importers in England are in the market for large quantities of pine pickets of Canadian manufacture.

592 **Patent Wire Strainer.**—Particulars of a patent wire strainer for coiled wire fencing may be had on application to the Secretary. The patent is an Australian one, and the holders are anxious to sell the rights for Canada.

593 **Paper Stock.**—A Yorkshire firm are buyers of paper stock (unused newspapers), in lots of five tons, and ask for specimen samples and prices from Canadian dealers.

594 **Rubber Belting.**—A South African firm of engineers desire to be placed in touch with Canadian manufacturers of rubber conveyor belting. Quotations to be f.o.b. Montreal and St. John, and ocean shipping rates to Durban and East London must also be given.

595 **Sole Leather.**—A South African firm desires to be placed in touch with Canadian exporters of sole leather; hemlock and oak in bends and sides—all weights. Also bag hides.

596 **Sugar.**—A Newfoundland firm is prepared to purchase sugar.

597 **Skewers, Hickory and Maple.**—One of the largest dealers in skewers in the north of England is prepared to make extensive purchases from Canadian exporters. References.

598 **Tables.**—A Manchester firm asks for catalogues and prices of all descriptions of tables from Canadian manufacturers.

599 **Wagon Materials.**—A South African firm desires to be placed in communication with Canadian exporters of coach, cart and wagon materials, both wood and iron, including wheel rims, hubs, spokes, etc.

600 **Wheel Stock.**—A Yorkshire firm largely interested in the sale of light wheel stock, such as rims, hubs, spokes, shafts, and other bent timber, would consider particulars and prices from Canadian manufacturers.

601 **Washboards.**—A Manchester firm asks for prices and sizes of washboards from Canadian manufacturers.

602 **Western Canada Agent.**—Manufacturers' agent in Saskatchewan desires to get in touch with Eastern manufacturers seeking representation in the West.

603 **Wooden Handles of All Kinds, Household Woodenware.**—A large woodenware manufacturer and importer in London, England, is prepared to make purchases from Canadian exporters of the above goods, if prices are satisfactory.

604 **Western Representative.**—Experienced commercial traveller, who is shortly leaving on an extensive trip through Western Canada, calling at all towns and cities, is in a position to handle two or three additional lines, and will be glad to hear from firms interested. Excellent references.

LABOR ENQUIRIES.

1 **Bookbinder.**—Englishman with thorough training in leather work, bookbinding, making music cases, writing cases, etc., seeks similar work in Canada.

2 **Electrical Expert.**—Lancashire, England, mechanic, with considerable experience in various branches of electrical work, telephones, etc., seeks position with Canadian firm.

3 **Leather Worker.**—Englishman, with thorough training in chrome and white leather dressing, liming and beamhouse work, desires position in Canada.

4 **Machinist.**—Englishman, with thorough experience as fitter, turner, etc., who has been working an automatic machine, etc., is coming to Canada, and desires position.

1 **Boiler-makers, Rivetters, Smiths, Turners, Fitters, Pattern-makers, etc.**—The names of a number of experienced English mechanics who are out of work in Great Britain and who desire to come to Canada to secure work in their trade have been received. Names and other particulars on application to the Secretary.

2 **Mechanical Engineer.**—A thoroughly qualified mechanical engineer, who has had considerable experience in a large engineering works in Great Britain and South Africa, desires to secure a position in his profession in Canada with a good firm. Excellent testimonials and references. Further particulars on application to the Secretary.

New Companies Incorporated

Hillcrest Collieries, Limited; head office, Montreal; capital, $3,000,000; J. M. Mackie, Montreal, is a director.

The Montreal Asbestos Co.; head office, Montreal; capital $500,000; Louis Normandin, Montreal, is a director.

The Prince Rupert Coal Fields; head office, Montreal; capital $5,000,000.

The Port Arthur Wagon Co.; head office, Port Arthur; capital, $50,000; J. H. Spence, Toronto, is solicitor.

The Colonial Furniture Co.; head office, Berlin, Ont.; capital, $40,000; J. M. Snyder is a director.

The Munn Lumber Co.; head office, Orillia, Ont.; capital, $100,000; J. B. Tudhope is a director.

The Renfrew Machinery Co.; head office, Renfrew; capital, $250,000; W. T. Guest is a director.

The Canadian Dustproof Window Shade Company; head office, London; capital, $100,000; F. L. Taylor, Wyoming, Ont., is a director.

Wheat Nuts Cereal Co.; head office, Toronto; capital, $40,000; J. E. Morden, Toronto, is a director.

The name of the Elmira Agricultural Works Co. has been changed to the Elmira Machinery and Transmission Co.

The name of the Ontario Soap and Oil Co., Limited, has been changed to Sovereign Varnishes and Oils, Limited.

The capital stock of the Trenton Cooperage Mills has been increased from $40,000 to $200,000.

Canadian Northern Coal and Coke Company, Ltd.; $125,000; mining and smelting.

The Elko Water, Light and Power Company, Ltd.; $40,000; to supply water and power in the vicinity of Elko.

Main Reef Mining Company, Ltd.; $500,000; general mining and developing.

The Portland Canal Water and Power Company, Ltd.; $25,000; to supply water and power to municipalities in British Columbia.

The Prince Rupert Telephone Co., Ltd.; $25,000; a telephone business in the City of Prince Rupert and adjoining districts.

The Vancouver Knitting Co., Limited; $25,000; wholesale and retail woollen merchants.

Vancouver Portland Canal Mines, Limited; $100,000; mining, smelting and refining.

Canada Mines Company, Ltd.; $100,000; general mining.

The Michigan Towing Company, Ltd.; $25,000; shipowners.

J. H. Brooks Company, Ltd.; $150,000; warehousemen, shipowners, wharfingers, dealers in horses, wagons, building materials, etc.

International Electric Company, Ltd.; $1,000,000; general lighting and power company.

National Paper Mills, Limited; $250,000; manufacturers of pulp, paper, etc.

Pioneer Lumber Company, Ltd.; $75,000; lumber manufacturers, timber dealers, etc.

Vancouver Homebuilders, Limited; $100,000; to build apartment houses, hotels, stores, offices, docks, wharves, etc.

Vancouver Apartments, Limited; $100,000; to build apartment houses, hotels, stores, offices, docks, wharves, etc.

B. C. Oil and Coal Development Company, Ltd.; $400,000; producers and dealers in petroleum and petroleum products; mining and developing.

Merritt Water, Light and Power Co., Limited; $25,000; to supply water and power to the town of Merritt and vicinity.

East Kootenay Steam Laundry and Dye Works; $15,000; steam laundry and dye works.

The Haida Confection Co., Limited; $100,000; manufacturers and dealers in confectionery, fruit merchants, etc.

Lee's Limited; $150,000; manufacturers and importers of and wholesale and retail dealers in furniture, furnishings, etc., etc.

Nahmint River Power Company, Limited; $50,000; waterworks and power company.

Okanagan Lake Lumber Co., Limited; $100,000; lumber manufacturers. Okanagan Landing, B.C.

The Portland Bear River Mining Company, Ltd.; $500,000; mining.

The Pioneer Queen Charlotte Development Co., Limited; capital, $1,000,000; general mining.

Chateau Richer Quarry Co., Quebec; capital, $95,000; quarry owners, cement manufacturers; James W. Baker, James E. Baker.

Drouin Freres and Rattray, Limited, Quebec; capital, $300,000; provision merchants; Nap. Drouin, Ed. Drouin, E. B. Rattray.

Drummondville Shirt Co., Limited, Drummondville, Que.; capital, $20,000; manufacturers of shirts, blouses, clothing, etc.; Herbert H. Marler, Alex. M. Hannah, Ovide Brouillard.

La Cie de Theatres de Quebec, Quebec, Que.; capital, $20,000; theatre proprietors; C. H. Marcoux, Joseph C. Marcoux.

La Cie d'Importation Francaise, Ltee., Montreal; capital, $20,000; manufacturers, agents and commission merchants; Gaston Drainville, Edmond J. Paquette, Leonie Rinfret.

Le Courrier Francais du Canada, Ltee., Montreal; capital, $20,000; printers and publishers; Joseph R. Genin, Jules Helbronner, Gonzalve Desaulniers.

J. E. Livernois, Ltee., Quebec; capital, $300,000; wholesale druggists; Leandre Renaud, Paul Livernois, Jules Dion.

The Powerful Mining Co., Montreal; capital, $2,000,000; miners; Thomas Sutton, J. Amedee Therrien.

St. Lawrence Car Works, Limited, Quebec, Que.; capital $250,000; manufacturers of building materials, cars, etc.; J. G. Scott, A. E. Doucet, B. A. Scott, George E. Amyot.

St. Lawrence Gas Co., Three Rivers, Que.; capital, $35,000; to acquire plant of Canadian Gas and Oil Co., and to manufacture and deal in gas and oil; Edward O. Emerson, John L. Emerson, Henry H. Cummings.

The South Asbestos Mining Co., Montreal; capital, $875,000; miners; Albert Manseau.

The Allen Schofield Co., Montreal; $20,000. To acquire the business of the Allen Schofield Co., and to be manufacturers and dealers in metals, etc. Leonard Cecil Schofield, Edward Allen.

Cie du Cercle Gaulois, Montreal; $20,000. Amusement Club. Emile Barlatier, Theo. de la Casiniere, Edmond Van Acker.

Cie d'Aqueduc de St. Benoit, St. Benoit, Que.; $10,000. Construct waterworks and supply water. L. J. Fauteux, Jos. Page, Arthur Sauve.

The Danville Chair & Specialty Co., Ltd., Danville, Que.; $50,000. Manufacturers of wood and metal goods, Jos. E. Guillemette, Oscar Vilandre, Wm. N. Paul, Jos. A. Boivin.

Hatley Dairy Light & Power Co., Ltd., Hatley, Que; $20,000. Butter and cheese makers, millers, manufacturers of electricity, lumber, etc. Frederick W. Pope, J. S. Webster, W. L. Cleveland, Geo. C. Poole, Chas. P. Kent.

La Cie Industrielle de St. Joseph d'Alma, St. Joseph d'Alma; $45,000. Develop water powers, etc. Arthur E. Gagne, Edmond Lavoie, Jos. A. Gagnon, Odilon Turgeon.

Mackay Asbestos Co., Quebec; $250,000. Asbestos miners. John M. Mackay, M.D., V. Chateauvert, Gaspard Lemoine, Hon. M. Garneau.

The Quebec Olympia Co., Ltd., Quebec; $15,000. Theatre proprietors. J. E. Parent, M.D., Arthur Paquet, J. H. Paquet.

J. Raymond & Co., Ltd., Montreal; $49,990. Manufacturers and dealers in jellies, jams, maple syrup, etc. Mrs. Chas. Raymond, Alice Gagnon, Louis Gagnon, Jos. Raymond.

The Pugwash Milling Co.; capital, $50,000; head office, Pugwash, N.S.; J. N. Benjamin is a director.

Montgomery, Ross & Co., Limited, Montreal; capital, $20,000; general manufacturing and mercantile business; Louis Boyer, advocate.

Dunvegan Co.; capital, $300,000; head office, Sydney, N.S. The company will manufacture fertilizers. Chas. J. Burchell, Sydney, is a director.

Mineral Fertilizer Co.; capital, $100,000; head office, Pugwash, N.S. The company will succeed to the business of The Old English Fertilizer Co.

AMONG THE INDUSTRIES

ONTARIO.

The Canadian General Electric Co. will enlarge their plant in Peterborough.

The Standard Sanitary Co. will erect a factory in Toronto at once. A building permit has already been issued.

The Bank of Commerce will build a branch at the corner of Bloor and Dufferin Sts., Toronto.

It is expected that the Technical School, in Toronto, work on which will commence this year, will cost over half a million dollars.

The Glengarry Match Co., who are building a factory on a site adjoining the town of Alexandria, are asking the municipality to guarantee their bonds for $15,000, payable in fifteen years.

It is reported that John Whalen, Fort William, will build a theatre in that city at a cost of $75,000.

A campaign will be entered upon for the collection of funds to erect a new central Y. M. C. A. building, and also three branches in Toronto. It is estimated that the work will require $600,000.

Grand Trunk Railway officials announce that a new station will be erected in Stratford in the near future.

The Superior Rolling Mills Co., which was recently incorporated with a capital of $500,000, will, it is expected, erect a plant at Fort William.

Additions to the Otis-Fensom Elevator Co.'s plant in Hamilton, are projected which will cost $200,000.

The International Harvester Co., Hamilton, will spend $100,000 in additions during the coming summer.

A ten-storey office building is projected for Ottawa. C. P. Meredith has prepared the plans.

Contracts for the brickwork for the new addition to the Hamilton Steel and Iron Co. have been let.

A high level bridge over the old Welland Canal at St. Catharines is under consideration. Ald. Dr. Merritt is in charge of the work.

The Y. M. C. A. will erect a building in Chatham at a cost of $2,000.

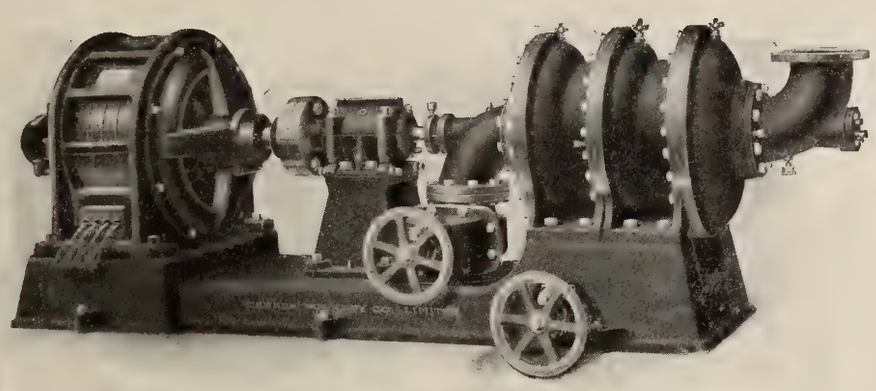
Plans have been prepared for a new building to house the Parliamentary library in Ottawa.

A hospital will be erected in Smith's Falls, Ont., at a cost of $30,000.

An addition will be built to the Stratford (Ont.) general hospital next summer. Mr. T. J. Hepburn is the architect in charge.

The citizens of Goderich have voted in favor of granting a fixed assessment to the Western Canada Flour Mills, in consideration of their erecting a concrete elevator with a capacity of 500,000 bushels. Building operations will commence as soon as spring opens.

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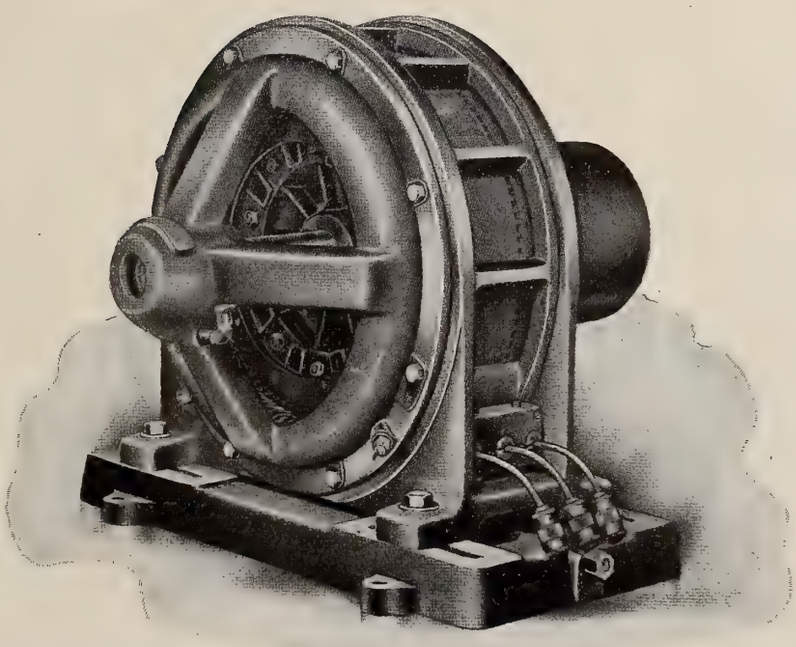
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MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND

A seminary in connection with the Roman Catholic diocese of Toronto will be built in that city at a cost of $250,000.

Plans for the new wing of the Parliament Buildings in Toronto have been prepared by E. J. Lennox, Toronto. They provide for an additional storey, to accommodate forty offices.

It is stated that a chair factory will be built in Durham, Ont., in connection with the furniture factory there.

Messrs. J. H. Radford & Stewart, of Galt, are interested in the establishment of a shoe factory in that town.

The London Rag & Metal Co. suffered a $6,000 loss by fire recently.

The Watt Machinery Company, of Ridgetown, are reported to be about to transfer their manufacturing business to Chatham.

Brass & Steel Goods, Ltd., Belleville, has recently undergone some changes which will result in a considerable extension of their operations. Mr. W. C. Springer, formerly with the Belleville Hardware Co., has purchased Mr. H. C. Hunt's interest in the company and has assumed the management. The capital will be increased and a full line of builders' hardware will be manufactured. An iron foundry will be erected and new machinery installed.

WEST.

J. A. McDougall and S. H. Smith, of Edmonton, are interested in a company which is considering the location of a sewer pipe factory in Strathcona, Alta.

A Labor Temple will be built in Vancouver, B.C., at a cost of $75,000.

The Dominion Trust Co. are considering the erection of a six-storey building in Victoria, the cost of which would be $150,000.

The Alberta Clay Products Co., of Medicine Hat, Alta., will install a 500-horse-power power plant in connection with their factory.

The city of Saskatoon will spend $90,000 this year in extensions to its waterworks system.

An incinerator will be built in Vancouver at a cost of $70,000.

The C. T. Reineck Co., with a lead plant in Portland, Ore., will build a Canadian factory in Calgary.

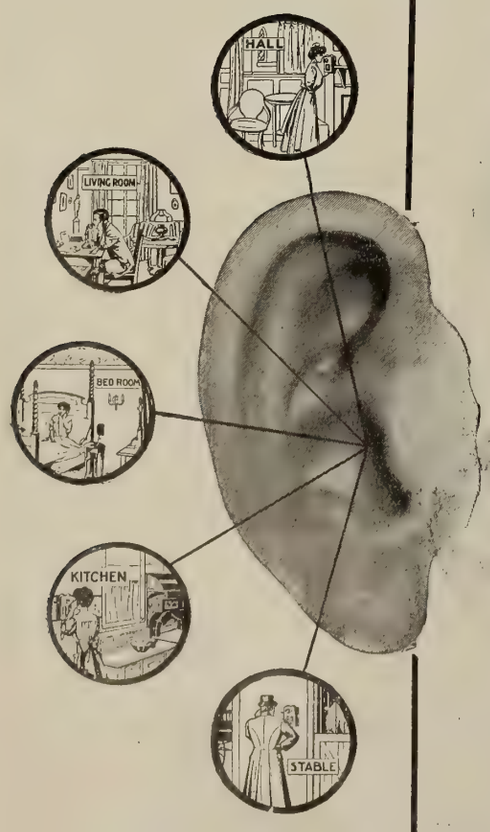
The C. P. R. will add to its station at Lethbridge, Alta., at a cost of $35,000.

It is reported that the Quaker Oats Company will build a western factory in Victoria, B.C.

The Northern Foundry and Machine Co., Winnipeg, will build a pipe foundry at a cost of $10,000.

McDiarmid & Clark will erect a sash and door factory in Brandon during the next summer.

Townsley & Son, of Minneapolis, have secured a site for a factory in Brandon, Man.



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CALGARY

B

MARITIME.

Investigations are being made into the possibility of making briquettes from the coal found in North Sydney, N.S.

The C. P. R. will build a new station in Woodstock, N.B., at a cost of from $20,000 to $30,000.

Hamilton & Gay's woodworking factory, St. John, N.B., was destroyed by fire recently, with a loss of $50,000.

A company is being organized in Moncton, N.B., to manufacture a patent roller bearing wheel, invented by F. G. Pickering, and known as the Pickering wheel. It is proposed to capitalize the company at $200,000.

Halifax will spend $30,000 this year on extensions to its sewage system.

A naval college will be built at Halifax at a cost of $150,000. The barracks for staff, etc., will cost an additional $200,000.

A new exhibition building will be built this summer at St. John, N.B.

The A. E. Hamilton woodworking factory, recently destroyed by fire, is being replaced by a building considerably larger than the old factory.

QUEBEC.

A new wing will be built to the Quebec Provincial Legislative Buildings at a cost of $250,000.

The Yorkshire Insurance Company will erect a ten-storey office building in Montreal at a cost of $200,000. Saxe and Archibald are the architects in charge. The site of the proposed building is on St. James' St., adjoining the G. T. R. ticket office.

C. Amedee Paquet and Jos. Falardean, Quebec, are interested in a proposal for the establishment of a starch factory in Quebec. It is reported that a site has already been picked.

The Dominion Corrugated Steel Pipe Company will establish a plant at St. Johns, P.Q. The company is incorporated with $20,000 capital.

Quebec City will spend $235,000 on permanent improvements this year.

It is reported that Geo. Gales, of Gales & Co., Montreal, will erect a boot, shoe and trunk factory in that city.

H. Kellert & Sons, Montreal, are reported to be about to build a clothing factory on the corner of St. Catherine and St. Urbain Sts.

An addition to the Place Viger Hotel will be built at a cost of $150,000. One hundred rooms will be added to the present accommodation.

The Crescent Manufacturing Co., Inspector and William Sts., Montreal, will make an extensive addition to their factory this summer.

It is reported that the Rea store in Montreal will be extended and enlarged so as to take in the whole block.

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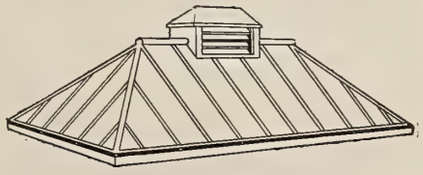
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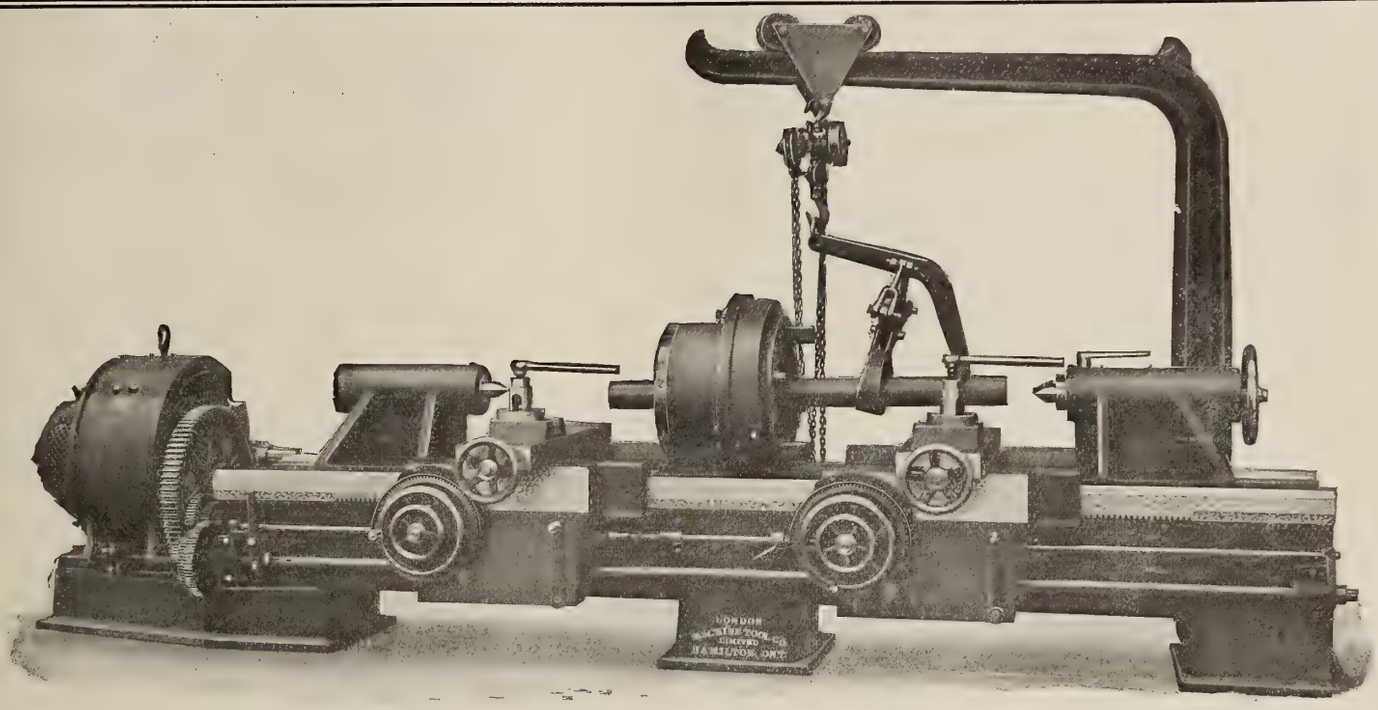
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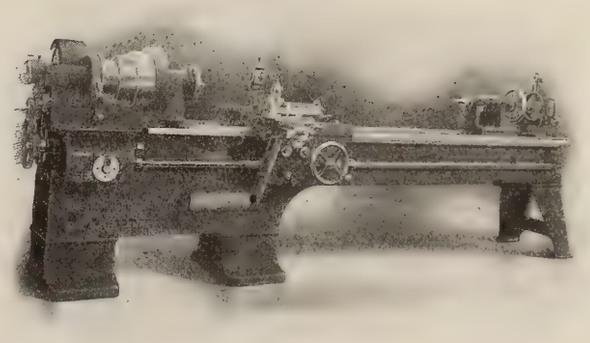
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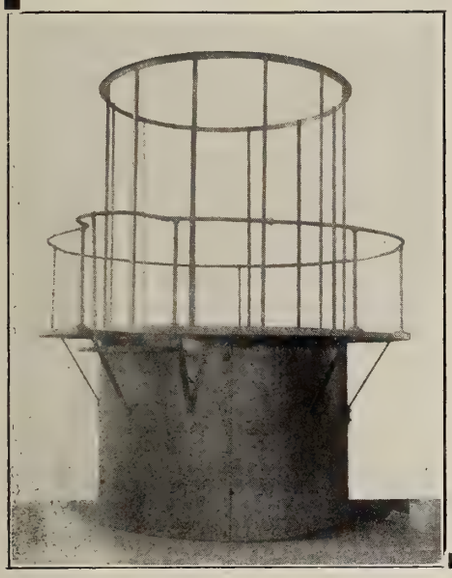
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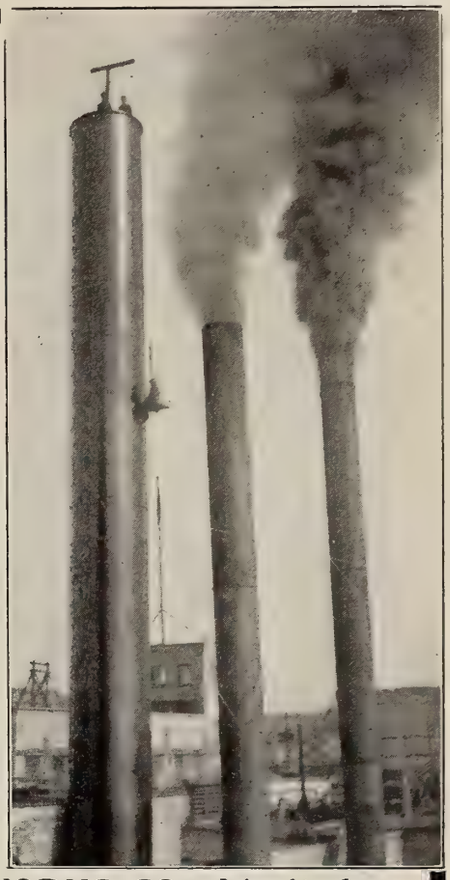
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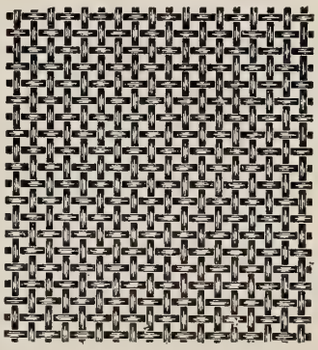
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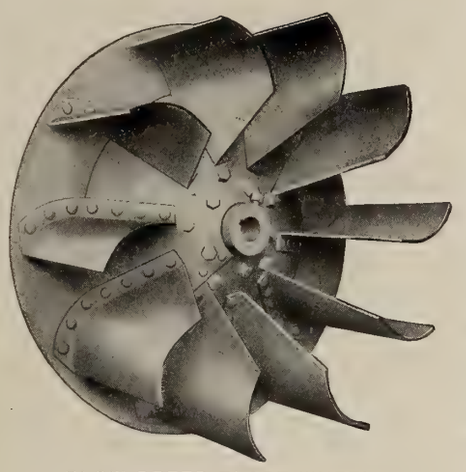
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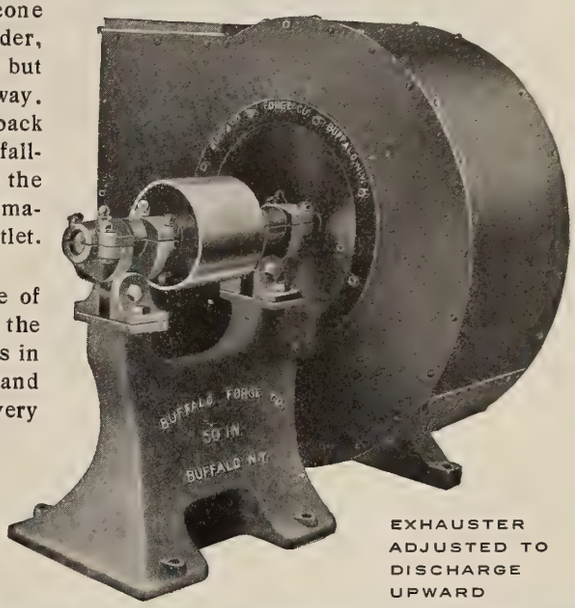
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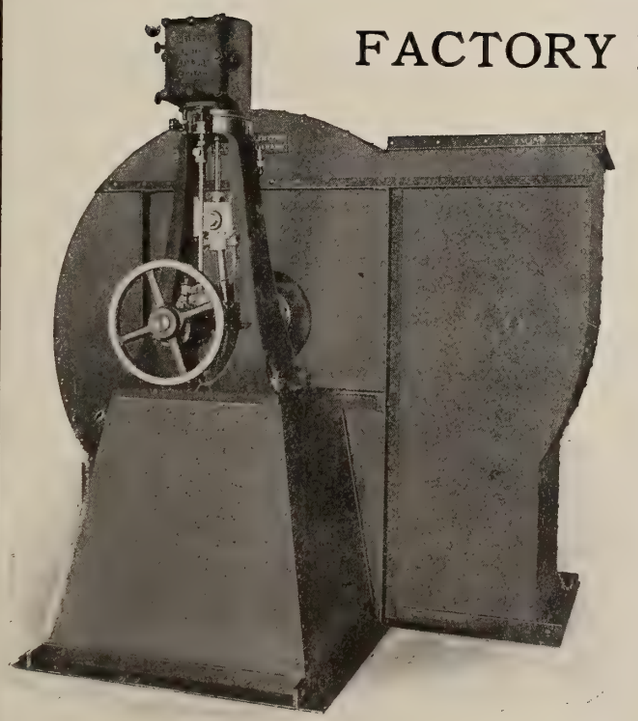


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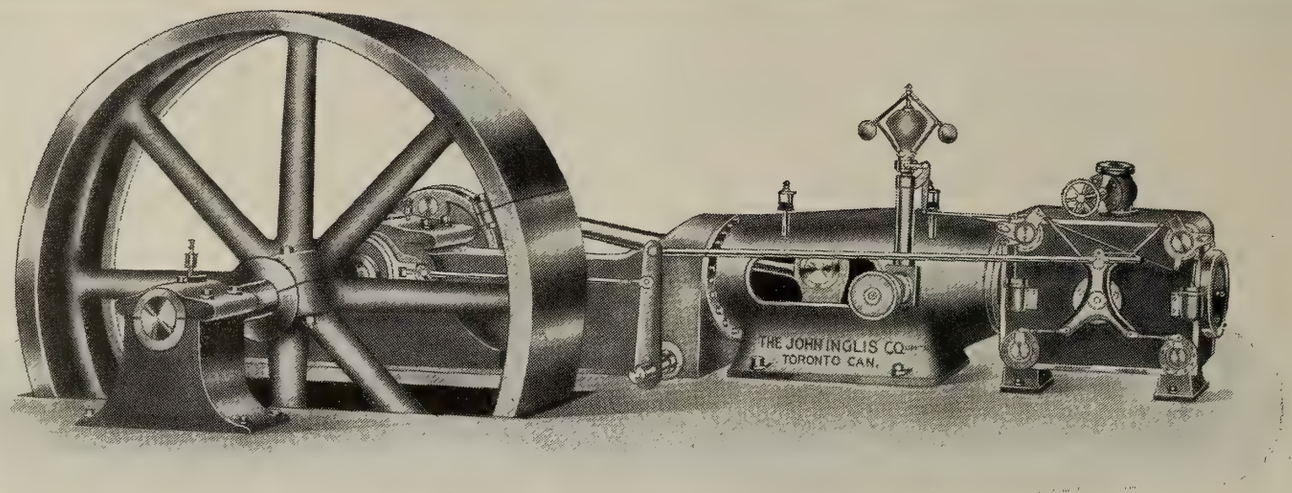
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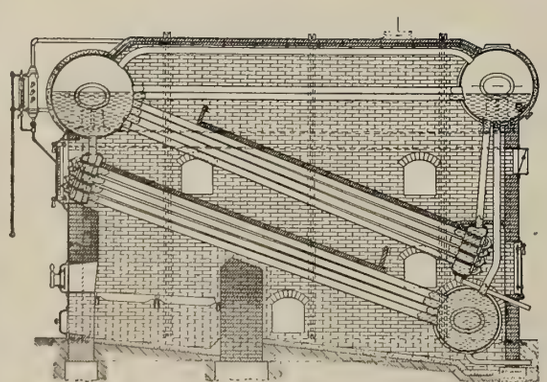
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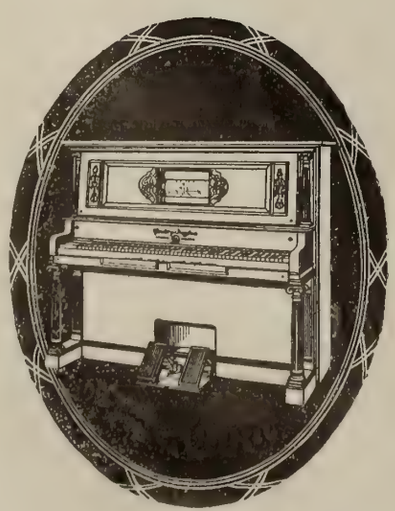
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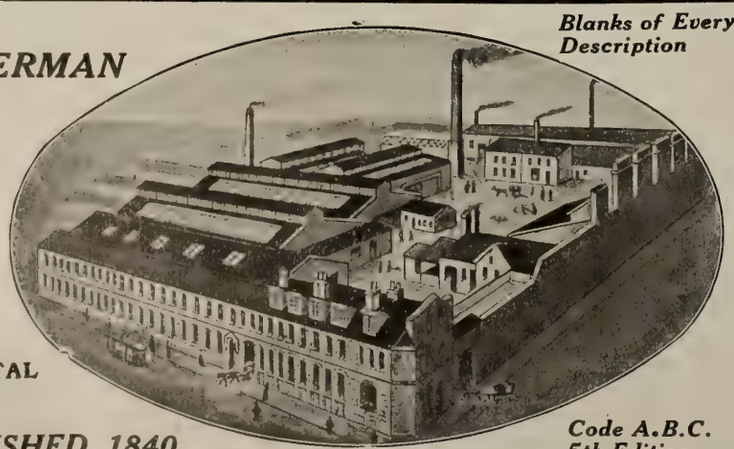
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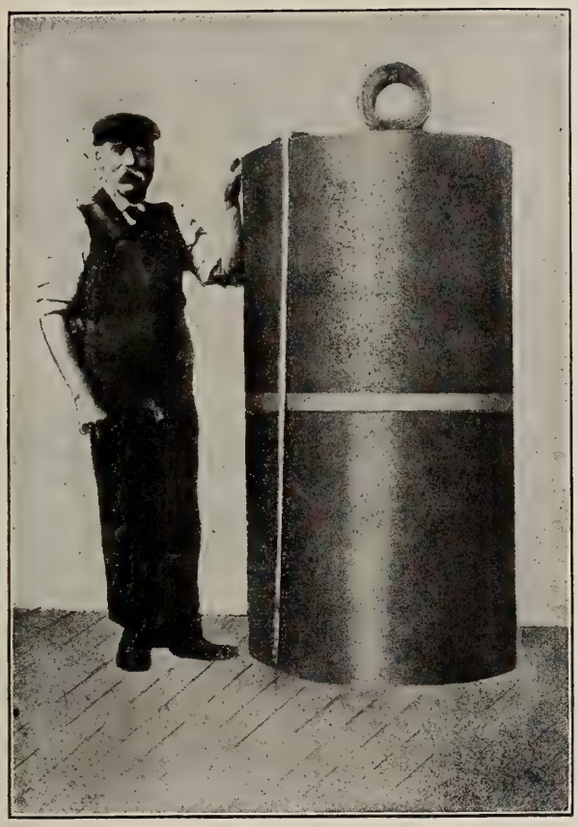
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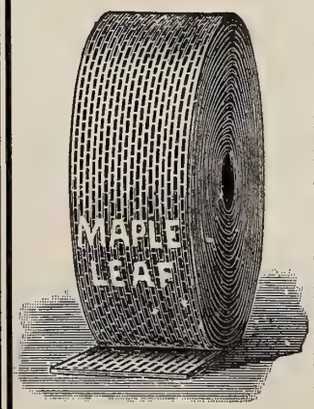
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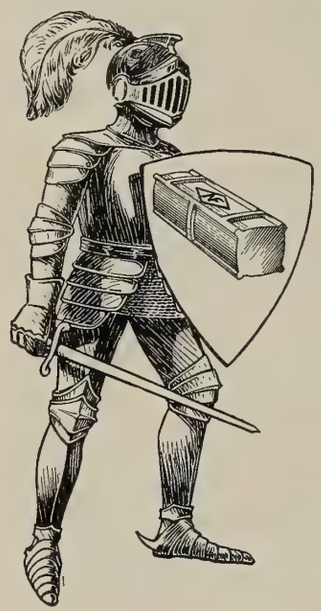
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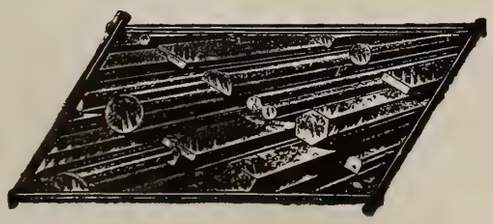
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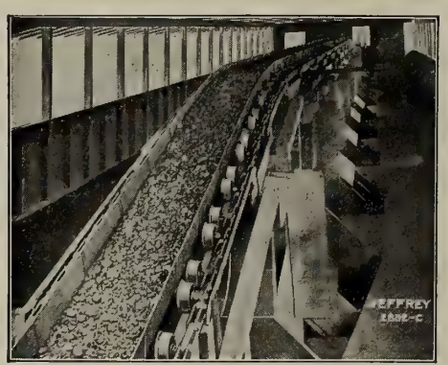
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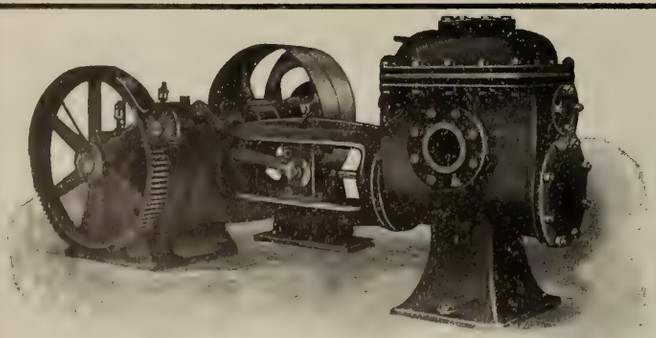
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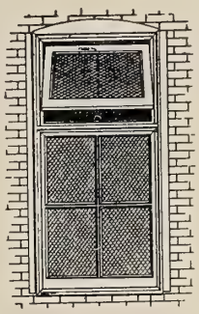
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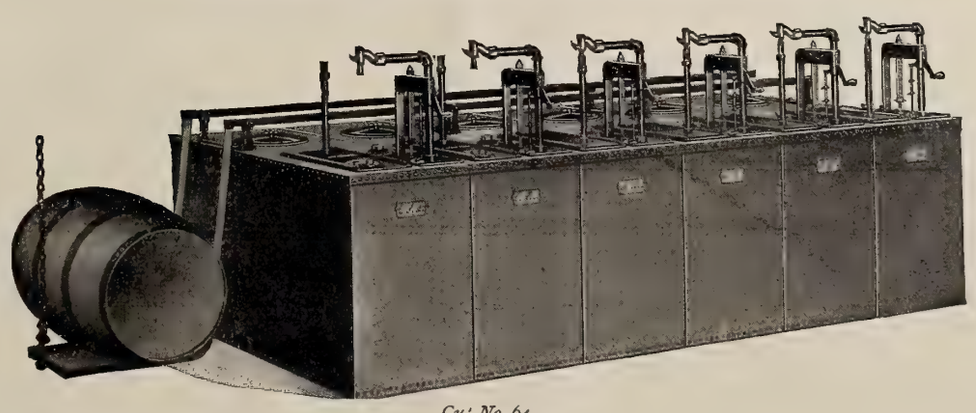
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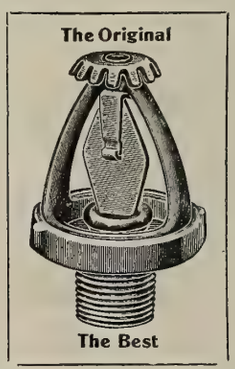
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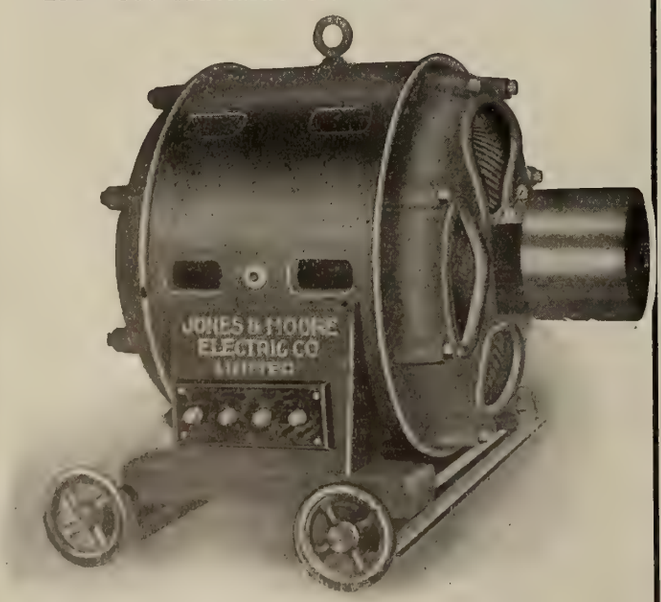
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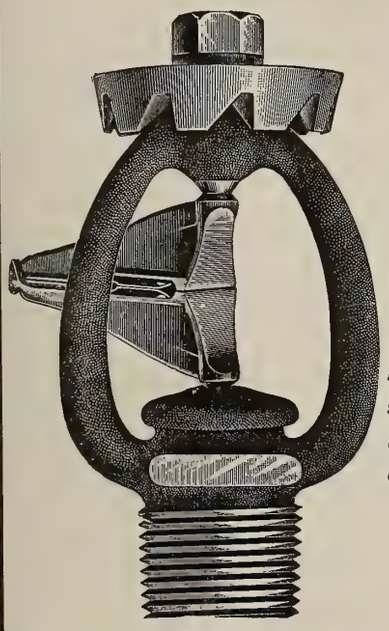
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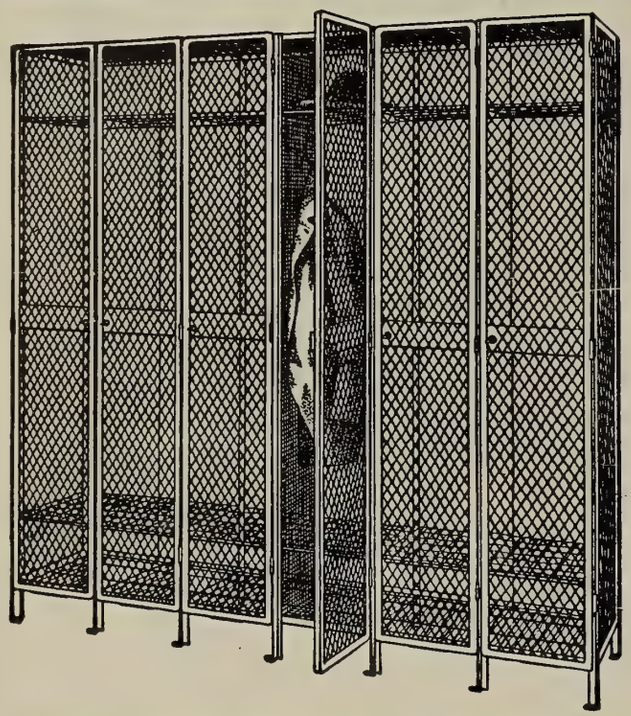
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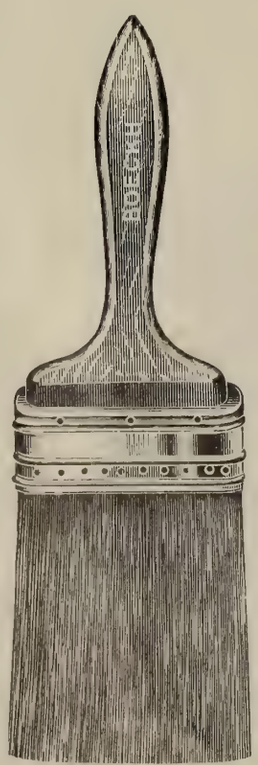
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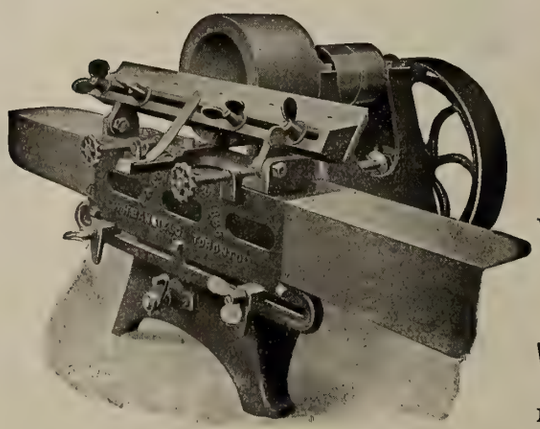
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Sole makers of the **Celebrated "Canadian" Rubbers,** for over 50 years the inspiration of the trade for **"Looks"** and **"Wear."** Special attention given to the Export trade.

THE GUTTA PERCHA AND RUBBER MFG. CO. OF TORONTO, Limited.

Sole Manufacturers of the Celebrated "Maltese Cross" and "Lion" Brands of Rubber Boots and Shoes.

RUBBER MECHANICAL GOODS

THE CANADIAN RUBBER CO. OF MONTREAL.
Branches at HALIFAX, MONTREAL, TORONTO, WINNIPEG, VANCOUVER.

Manufacturers of all kinds of High-Grade Mechanical Rubber Goods, Belting, Hose, Packing, Light Mechanical and Moulded Rubber Goods. Druggists' Sundries.

THE GUTTA PERCHA AND RUBBER MFG. CO. OF TORONTO, Ltd.

Manufacturers of all kinds of Rubber Goods for Mechanical Purposes, Rubber Belting, Packing, Water Hose, Steam Hose, Air Drill Hose, Brewers' Hose, "Maltese Cross" Carbolized Rubber Fire Hose, Solid and Pneumatic Tires.

SAWS

SAWS.

If the **Maple Leaf** is on your **Saw,** it is a guarantee that you have the **best.**

Manufactured only by
SHURLEY & DIETRICH, GALT, ONT.

SCALES

THE GURNEY SCALE CO.,
Established 1856.
HAMILTON, ONT.

Manufacturers of Standard Scales and Trucks.

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THE CANADA SCREW CO., HAMILTON.

Wood Screws, Wire, in coils and straight lengths, Wire Nails, Stove and Tire Bolts, Rivets, Machine Screws, Nuts, Burrs, Bright Wire Goods, etc..

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THE STANDARD SHIRT CO., Limited, MONTREAL.

Manufacturers of Shirts, Collars, Cuffs, Overalls, Etc.

The WILLIAMS, GREENE & ROME CO., BERLIN, ONT.

Manufacturers of

SHIRTS AND COLLARS.

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BRASS AND BRONZE SIGNS

Manufacturers of Signs of all kinds, Brass, bronze, glass, and gold letters.
ILLUMINATED SIGNS, ETC.

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RODEN BROS.,
TORONTO, CAN.

Manufacturers of Table and Hollow Ware, Enamelled Belt Buckles, Brooches and Novelties, Medals, Badges and College Pins. Staple Silverware of all classes.

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Manufacturers of the finest quality of Electro-Silver Plated Wares. If interested, write for catalogue.

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THE CONIAGAS REDUCTION CO., LIMITED.

Smelters and Refiners, Purchasers of Cobalt Silver Ores and Concentrates. Producers of Silver Bullion, Cobalt Oxide, Nickel Oxide, and Refined White Arsenic.

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Works: Thorold, Ont.

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TORONTO FOUNDRY CO., Limited,
Jefferson and Pardee Avenues,
and Liberty St., TORONTO.
Manufacturers of Soil Pipe and Fittings, Sinks and Boiler Stands. Telephone, Park 335.

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HAMILTON STAMP and STENCIL WORKS, Ltd.
HAMILTON, ONT.
Steel Stamps, Die Sinking, Medals, Trade Checks, Name Plates, Corporate and Notary Seals, Rubber Stamps, Etc.
Largest Manufacturers in Canada. Correspondence solicited.

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THE MOFFAT STOVE CO., Limited.
WESTON, ONT., CANADA.
NATIONAL STOVES
Are the latest in style and practical improvements for hard coal, soft coal or wood.

THE McCLARY MFG. CO.
Manufacturers of Stoves, Ranges, Furnaces, Enamel and Tinware of all kinds, and dealers in Metals, Tinners' Supplies and
"Everything for the Tinshop"
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Branches—Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Calgary

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J. J. TURNER & SONS,
PETERBOROUGH, ONT.
Manufacturers of Tents, Awnings, Flags, Sails, Waterproof Covers, Clothing, Coal Bags, Life Belts, Life Buoys and every description of Camping Goods. Tents and Camping Outfits to rent.

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J. EVELEIGH & CO. LIMITED
MONTREAL
Manufacturers of Travelling Requisites of every description.
Steel Commercial Trunks a specialty.

THE M. LANGMUIR MANUFACTURING CO. OF TORONTO, Limited.
Trunks and Travelling Bags, Telescope Cases, Suit Cases, etc. Steel Sample Cases.

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UNITED TYPEWRITER CO., Limited.
7-9 Adelaide St. East, TORONTO.
Sole dealers in "Underwood" Typewriters; also all other makes, new and second-hand; manufacturers of Neostyle Duplicating Machines and supplies. Write for price list.

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THE IMPERIAL VARNISH & COLOR CO., Limited, TORONTO
Manufacturers of
Varnishes, Japans, Fillers, Paints, Enamels, Stains, etc., for all uses.

International Varnish Co., Limited
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Makers of High Grade Varnishes, Japans, etc.
BRANCH OF
STANDARD VARNISH WORKS
New York, Chicago, London, Berlin, Brussels

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The WILKINSON PLOUGH CO., Ltd., TORONTO, Canada.
Wagons, a full line.
The West Lorne Wagon Co. controlled by The Wilkinson Plough Co., Ltd.
Prices on application.

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GEO. H. HEES, SON & CO, Ltd.,
Manufacturers of
Window Shades, Upholstery Goods, Lace Curtains, Curtain Poles, Fixtures, etc.
Office and Showrooms,
71 BAY STREET, TORONTO.

DALY & MORIN
Manufacturers of
Window Shades Shade Cloth
Curtain Poles and Trimmings
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Factory - - LACHINE.

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BRANTFORD, CANADA.
Galvanized Steel Pumping and Power Windmills, Gas and Gasoline Engines. Grain Grinders, Iron and Wood Pumps, Tanks, Water Supplies, Custom Galvanizing.
Automatic Concrete Mixers.

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Makers of
IRON BRASS and COPPER
WIRE CLOTH

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Wire Cloth, Wire Work, Ornamental Wrought Iron Work, Fencing, Bank and Office Railings, Window Fixtures, Elevator Guards, Mining Screens, Riddles.

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Manufacturers of Worsted Coatings, Suitings and Serges. Fancy Tweeds and Overcoatings in Wool only.

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D. E. THOMSON, K.C. - STRACHAN JOHNSTON - W. N. TILLEY
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SOLICITORS FOR THE CANADIAN MANUFACTURERS' ASSOCIATION

Offices—Toronto General Trusts Building *TORONTO*
59 Yonge Street *Canada*

Vol. X., No. 9. APRIL, 1910. $1.00 per Year.

INDUSTRIAL CANADA

Tariff Advertisement

The question of Canada's tariffs and her trade relations with United States and Germany is doing more to advertise Canada with foreign manufacturers than the average Canadian dreams of. We who come into business contact with the world's leading publications know it. Which leads us to ask—

Why you Canadian manufacturers do not make this market so definitely your own through judicious advertising that no foreign invasions will ever disturb you. It can be done. And done cheaper and more effectively now than a decade hence when advertising costs will be higher and the problems greater. Let us talk REAL advertising with you, Sir, soon.

Newspaper, Trade Papers and All Outdoor Advertising

J. J. Gibbons Limited
ADVERTISING

Official Representative Bill Posters and Distributors Ass'n.

TORONTO
119 West Wellington Street

MONTREAL
La Presse Building

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HEAD OFFICE TORONTO. BRANCH OFFICES, MONTREAL, WINNIPEG, VANCOUVER, HALIFAX, QUEBEC.

McKINNON *Electric Welded Coil Chain*

Cut Exact to Size



Design Patented

NOTICE THE SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD

McKINNON CHAIN COMPANY

Buffalo, N.Y. - - - St. Catharines, Ont.

This Matter of Maintenance

THE bugbear that keeps many men from buying an automobile is the bugbear of excessive upkeep cost. Don't be blinded by other men's mistakes. Excessive upkeep cost is due to owning cars which won't stand up—cars made cheap, bought cheap, and which give for their price only what any thoughtful man can expect.

¶ Russell "30" is a car that won't keep you worrying about the cost of upkeep. We can refer you to plenty of owners who have driven this car thousands of miles in a season with repair bills so small that they are practically nothing.

115-inch wheel base ; wheels 34 inches ; vertical four-cylinder engine, R.A.C. rating 30.6 ; shaft drive, selective transmission ; floating type of rear axle, etc. Choice of 5-passenger touring, toy tonneau, surrey and special runabout bodies. : : :

Write for Catalogue, showing the full line.

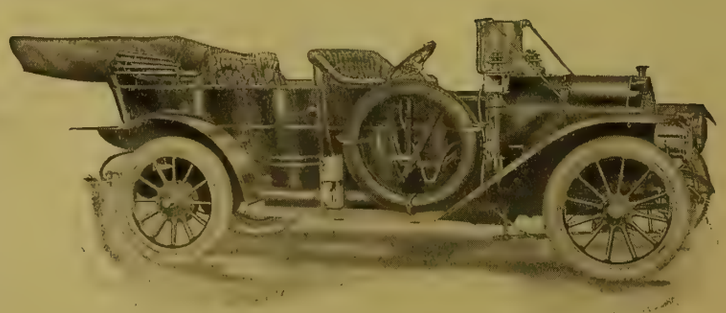
Russell

"30"

$2,350.00

FULLY EQUIPPED

The Economical Car



Russell "38" with Knight Motor, $5,000

Canada Cycle & Motor Company
LIMITED

Makers of High Grade Automobiles

WEST TORONTO

BRANCHES—Toronto, Hamilton, Montreal, Winnipeg, Calgary, Vancouver, Melbourne, Aust.

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Hamilton, Canada

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES

For Steam Railways
Electric Railways
Highways, Etc., Etc.

For Factories, Offices, Warehouses, Power Stations, Mill Buildings or any other purposes . . . . .

AND BUILDINGS



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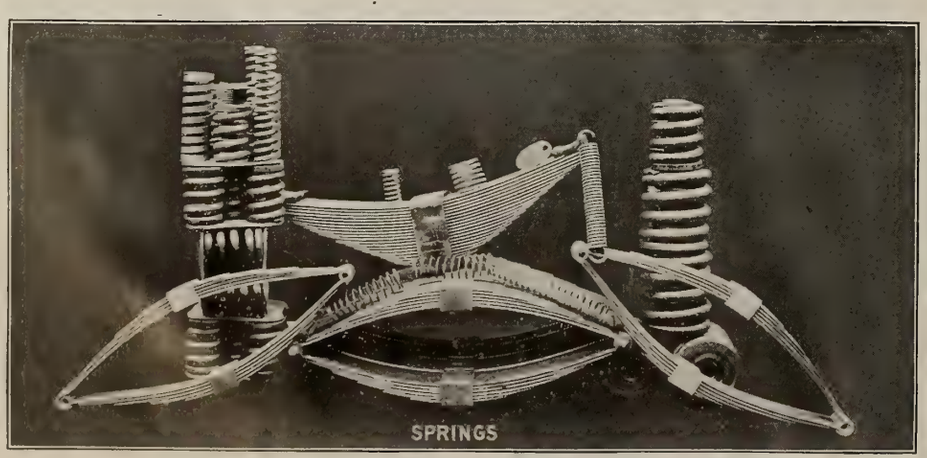
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MONTREAL STEEL WORKS,

MONTREAL *LIMITED*



MANUFACTURERS OF

Steel Castings (Acid Open Hearth System)

Switches and Track Work For Steam and Electric Roads

Springs of All Kinds

Manganese Steel Castings For Wearing Parts, Insuring Great Hardness and Durability

Interlocking Plants **Trucks for Electric Cars**

Agents for Canada for THOS. FIRTH & SONS, Limited, Sheffield, England, "Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, Etc.
A Large Stock Carried in Our Warehouse.

Agents for Canada for BARROW HAEMATITE STEEL CO., Barrow-in-Furness, England.
Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.
Catalogues Sent on Application.

The Manufacturers' Medium

The street car is pre-eminently the manufacturers' medium.

In Canada the street car enters into the everyday life of every important centre from ocean to ocean.

If for any reason the service is interrupted for a day or even an hour, there is a murmur of dissatisfaction from thousands, to whom it is a necessity.

You have heard it in your own city or town, and you know how quickly and how effectively it reaches the people.

The street car is an essential part of the every life of the modern city, a utility so intimately associated with the activities of the crowded centres of population that its slightest interruption is felt throughout the civic being.

In Short the Street Cars Get to the People

If you send your business message to the people on board the street cars, you get it before them in the most effective way.

You make your product a part of their everyday lives.

You get into that intimate association with the hundreds of thousands of city dwellers which means a friendly feeling towards your product, that soon grows into increased trade and added profits for you.

From ocean to ocean, across the whole of British North America, you can tell your story daily to over one million street car riders, on these intimate terms.

The cost is trifling considering the service. Let us tell you about it.

THE CANADIAN STREET CAR ADVERTISING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER



When You Want a Fire Bucket

Always Neat
Always Sweet
Always Light
Always Tight
Always Ready

You Want It Quick, and You Want It Full

Made by Eddy

That's the beauty of EDDY'S ROUND BOTTOM FIRE BUCKETS. They can't be used for anything else. They are always hanging full, always within reach. They put the kibosh on a fire before it has a chance to get under way and do much damage. It's the old proverb—

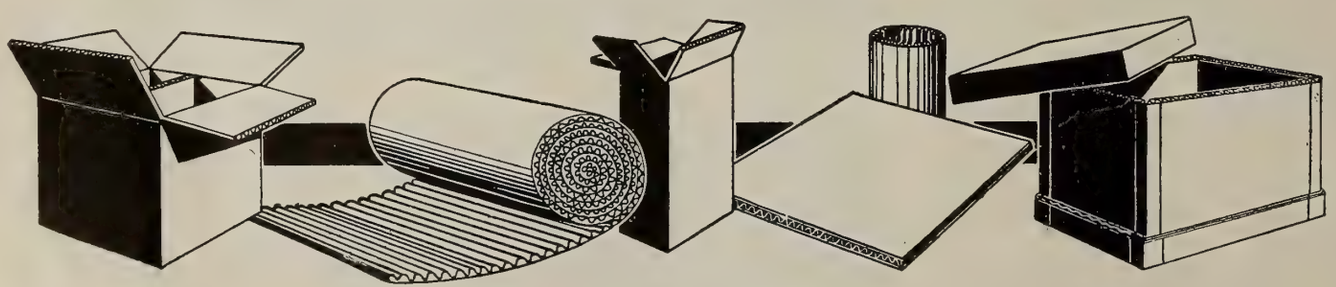
"AN OUNCE OF PREVENTION IS BETTER THAN A POUND OF CURE"

AND THEY DON'T COST MUCH

Write and See

The E. B. EDDY COMPANY, Limited, Hull, Canada

Manufacturers of Wrapping Paper, Toilet Paper, Paper Bags, Sheathing, Fibreware, Matches



SHIP YOUR GOODS IN CORRUGATED CASES
THE MODERN PACKING CASE

Our Corrugated Packing Cases are light, rigid, neat and strong enough for anything except the heaviest materials.

They cost less than wooden cases.
They save you money on freight (both ways.)
Absolutely prevent pilfering of goods.

GET OUR PRICES

MARTIN CORRUGATED PAPER and BOX CO., LIMITED

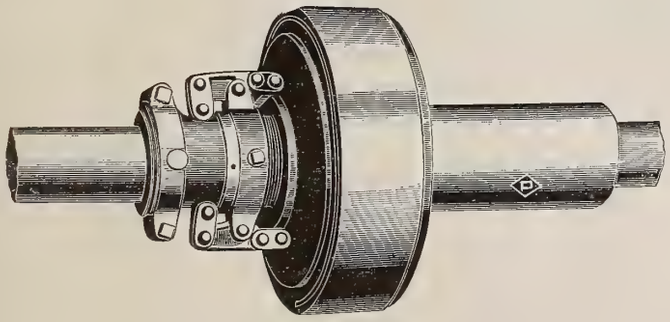
New Factory and Office:—353 Pape Avenue, - TORONTO

DODGE

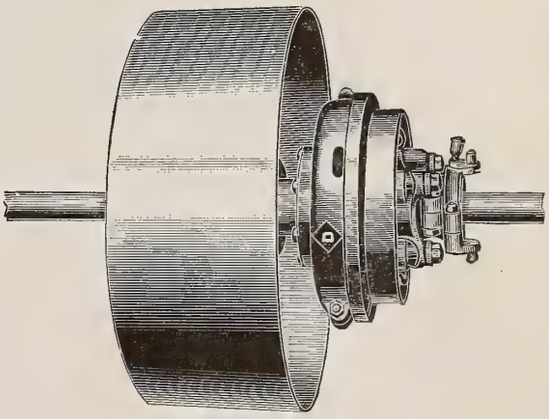
Split Friction Clutch Pulleys

AND

Friction Cut-Off Couplings



Solid Clutch Mechanism



Split Friction Clutch Pulley

We manufacture a complete line of Friction Clutches in either split or solid types.

Our patterns cover all capacities from 1 h.p. to 1,000 h.p.

An immense stock of machined parts are carried ready to assemble as soon as required bore is known. This insures quick shipments.

An absolutely high grade article fully guaranteed.

Thousands in use in best Canadian plants.

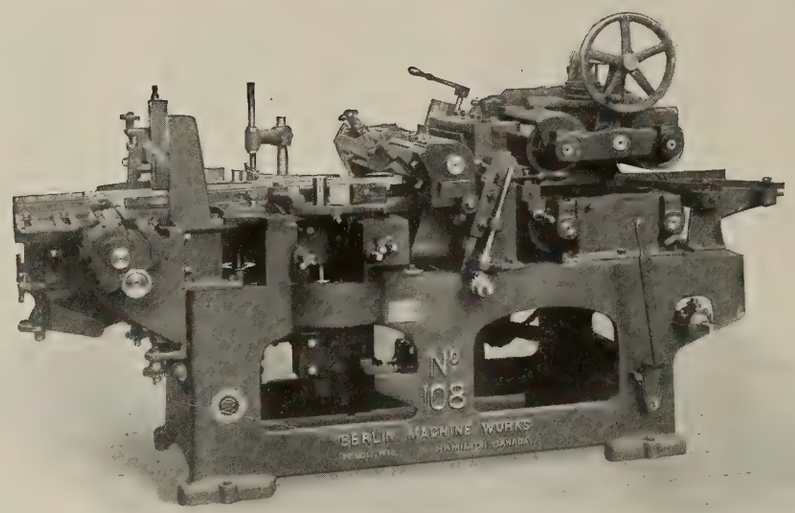
Ask for Clutch Booklet.

DODGE MANUFACTURING CO.

TORONTO—MONTREAL

A Moulder with "Get-At-Able" Adjustments.

Neither an Inside nor Outside Machine but a Combination of the Good Features of Both



Time was when moulding at 40 feet a minute was considered phenomenal. The work was pretty rough but the capacity was there.

There are a good many moulders in use right now that do well to turn out even 40 feet a minute. One of our salesmen had an experience the other day that was interesting.

He called on a large concern manufacturing refrigerators. The manager said there was nothing needed in the machinery line but invited him to go through the factory. In their walk they found a moulder running about 40 feet a minute. Picking up a piece as it came from the machine, our salesman said, "Mr. Manager, that's pretty rough work. We're making a moulder that I will guarantee to do *better* work at 75 feet than you're now getting at 40 feet."

That set him to thinking, for if he could get better work at twice the feed and with the same machine crew, he would reduce productive cost at least 50 per cent. That man to-day has a No. 108 running in his factory.

Perhaps conditions in *your* plant are similar—you may not realize just what our No. 108 Open Side Moulder will accomplish.

The name—Open Side Moulder—tells exactly what it is. It is open on the side making readily accessible all working parts and adjustments. Pretty good feature, isn't it?

In the first place it has a base cast in one solid piece no bolts or girts to loosen or "give." That gives a good foundation on which to build.

The feed rolls are 8 inches in diameter—more powerful than those used on the average inside moulder.

We've cut down the number of gears on the whole machine to nine. They all run on shafts—no studs to give you trouble.

Suppose you have some stock you want to run face down. You can't do it successfully on an outside moulder—the lower cylinder and side heads vibrate too much. You won't find any of that on the "108" and for this reason. Both the bottom cylinder and the side heads are mounted on a solid base which is supported by the main frame of the machine—that one-piece frame we spoke of before. You can't get vibration in such a casting.

There are many details of the machine worth investigating. We've a large folder showing front and rear views, and which contains a complete description. Write for one—to-day—or ask us to send a representative to talk it over with you.

BERLIN MACHINE WORKS, Ltd.

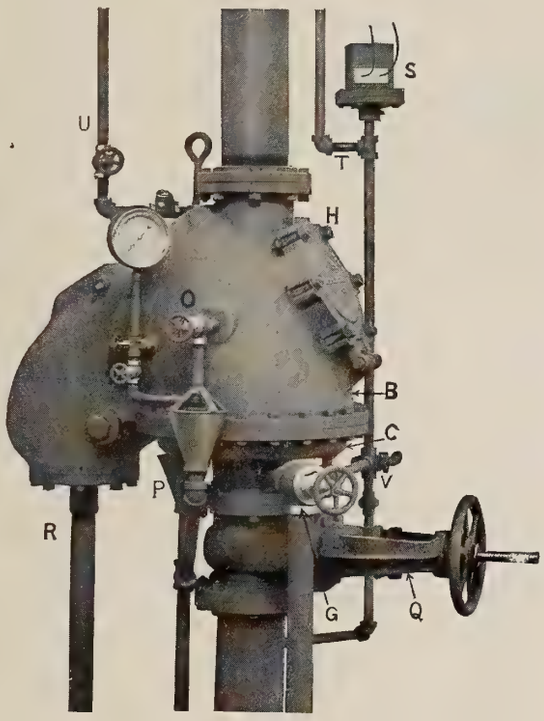
HAMILTON, CANADA

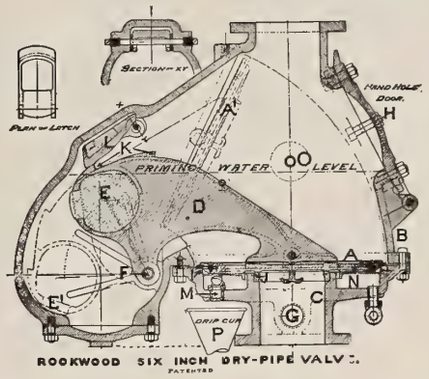
Builders of Berlin

Sanders, Sizers, Matchers, Moulders, Surfacers, Planers, Jointers, Edgers, Rip-Saws, Re-Saws

THE ROCKWOOD

DRY-PIPE AUTOMATIC SPRINKLER SYSTEM AND FIRE ALARM





For Use in Sprinkler Systems Where Water in the Pipes Would Freeze

Simple and Reliable

THE ROCKWOOD

THE LATEST APPROVED FIRE SPRINKLER IN USE IN CANADA



Sensitive and Non corrosive — Sterling Silver Valve Seat

In four degrees: 165-212-280-360

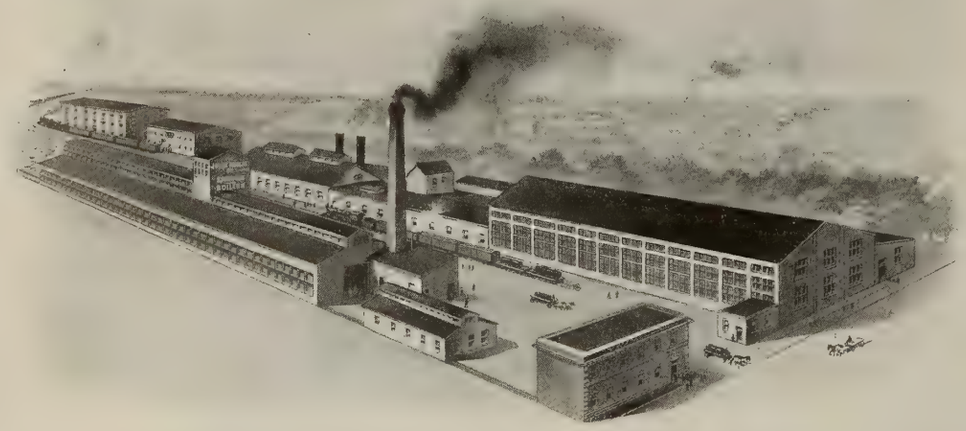
Specially Prepared Heads for Acid Rooms, etc.

For Full Particulars and Free Estimates, Write

THE ROCKWOOD SPRINKLER COMPANY OF CANADA, LIMITED :: :: :: MONTREAL

ENGINES Pumping Power and Marine

BOILERS Return Tubular, Fitzgibbon, Locomotive, Scotch Dry Back, Scotch Marine and Vertical Submerged Tube



Watertube Boilers
Horizontal and Vertical

Condensers
Surface, Jet, and Barometric

Tanks
Air, Water, Oil, Varnish, Soap and Lye

Penstocks, Stand Pipes, Stacks, Fertilizer Dryers, Heavy Plate Work, etc.

All Kinds of Repair Work

Our Modern Equipped Plant enables us to manufacture the above class of work promptly and at reasonable prices.
Estimates and Prices furnished upon request.

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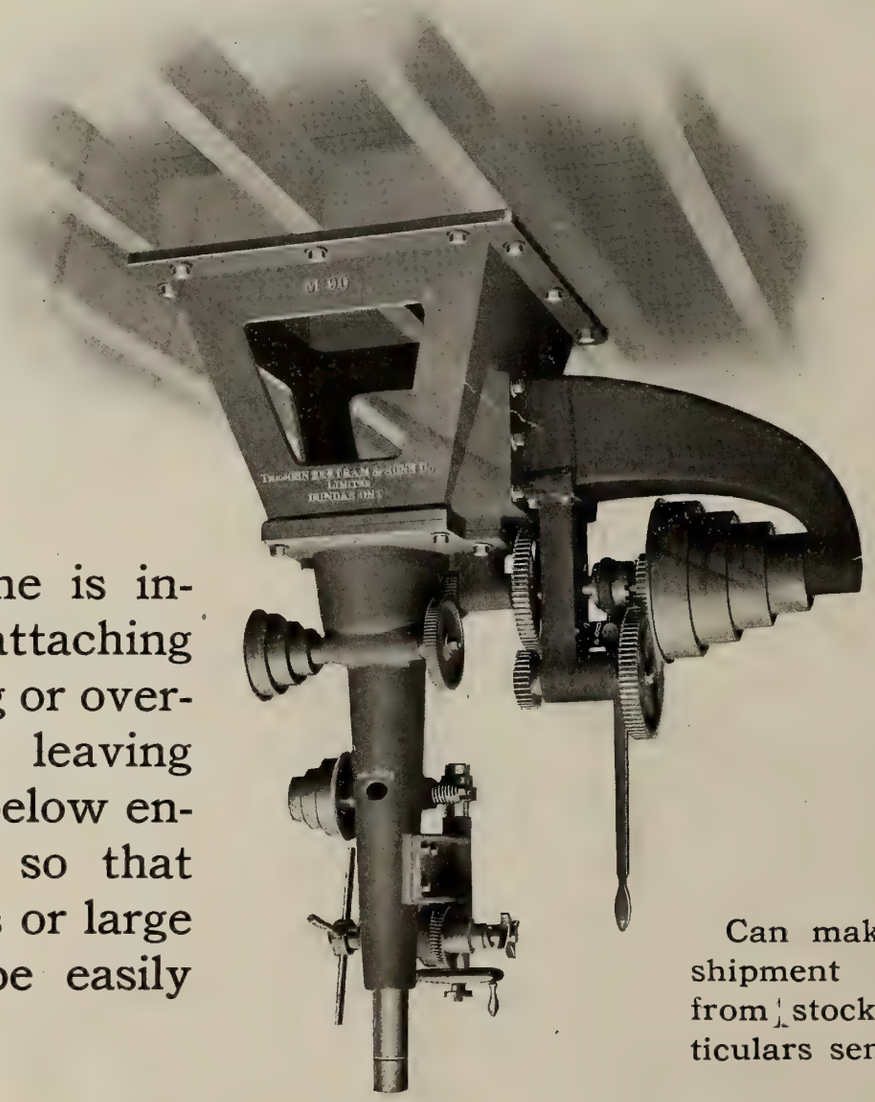
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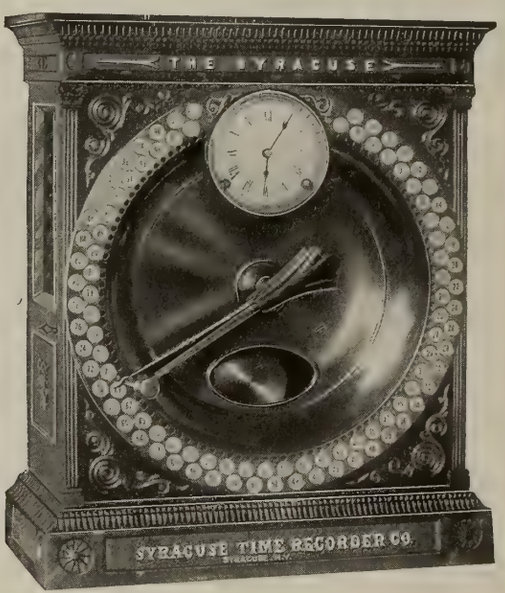
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Moose Jaw, Sask.

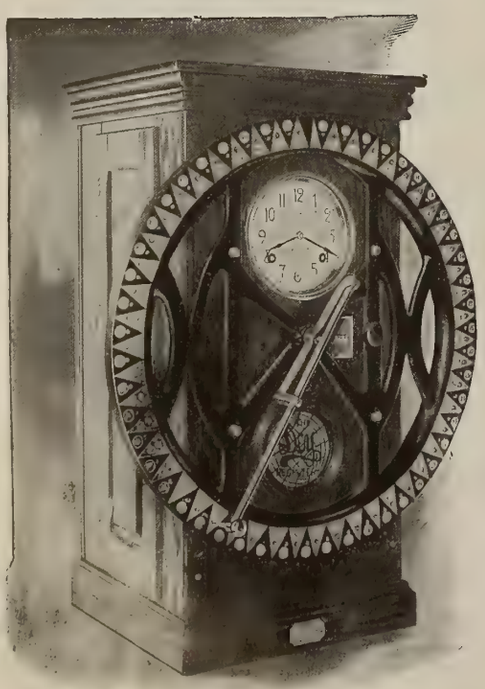
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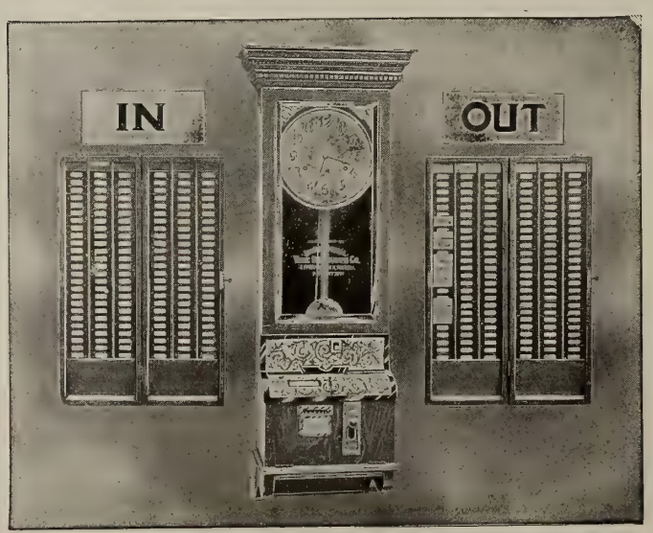


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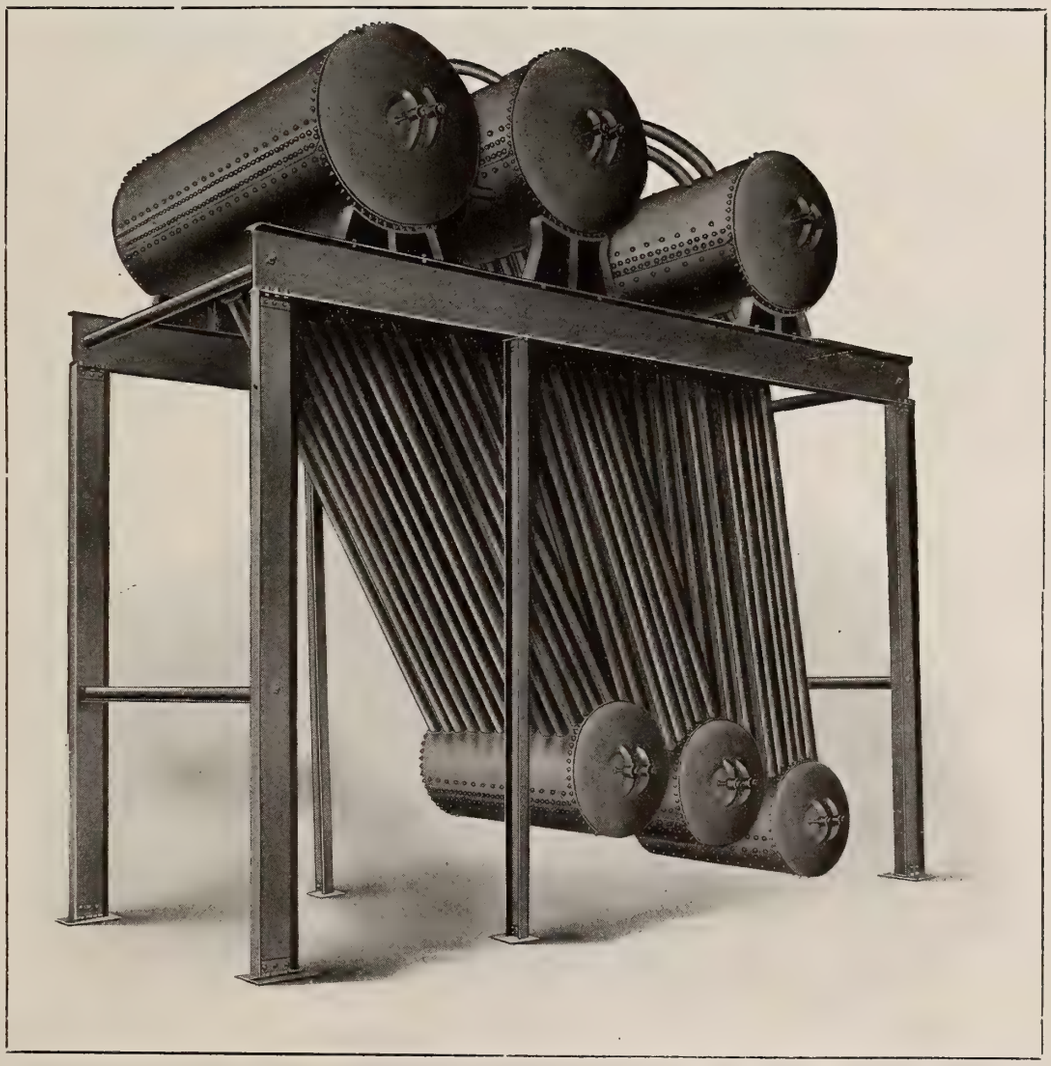


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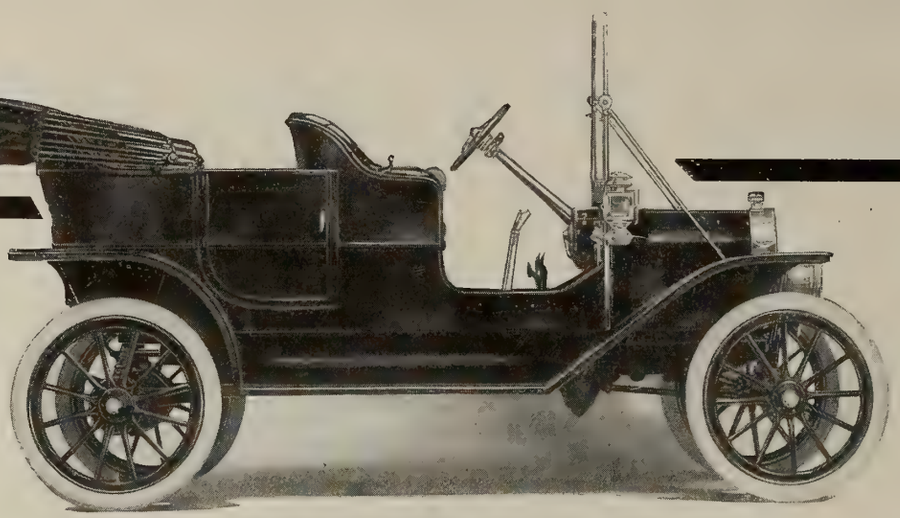
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"**A lean dog** for a long race," as applied to men, might be applied to motor cars. Men of muscle, of endurance, of real strength, haven't very much superfluous fat to tote around. It is the fat man who gets tired first, and is continually growling because he has quantity instead of quality. If his motive power were proportioned to his weight, it would not be so bad, but it is not; so he puffs and wheezes through life, envying the athlete whose strength more than counterbalances the excess weight of our heavy friend.

It costs more to clothe, to feed and to keep healthy a heavy man. So does it cost more to keep a heavy automobile. The heavy car requires a larger engine to run it, and the larger engine requires more fuel. The 20 H.P. Ford engine will, because of the light weight of the car, drive the Model "T" car twenty-five to thirty miles on a gallon of gasoline. Its heavy competitor wants a gallon for every ten to fifteen miles.

The larger engine, calling for increased expense does not mean more power. Horse-power means nothing until you compare it with the work to be done. A 5 h.p. motor would be mammoth on a sewing machine and pigmy in a power house. A broken down horse finds it easy work dragging a light buggy, while a "twenty-mule team" would be powerless to haul a load of freight cars. It is the proportion between the power and the work that determines strength.

The rated 20 h.p. engine in a two thousand pound car is a smaller engine than the 20 h.p. Model "T" Ford, because the Model "T" car weighs only twelve hundred pounds. The Ford has a horsepower for each sixty pounds. The "30's" have a horsepower for each seventy to one hundred pounds. They need more than the extra horsepower merely to tote around the excess weight. The excess power demanded for that excess weight is what causes that excess expense.

Quality, not quantity, makes strength. Build your car of lead, and we will grant you it will be heavier. But in place of this inferior material the Vanadium steel that is used throughout the entire Ford car, and not only is the weight reduced, but the strength is increased. It is the quality of the Ford that has reduced the weight, quality of material, quality of design, quality of workmanship, and this weight reduction means expense reduction to a most surprising degree.

An American toured Europe in a heavy "40," just himself and three passengers. He kept an expense account, and the December Cycle and Auto Trade Journal reproduced the figures. Gasoline cost him three cents a mile, oil one cent a mile, tires eight cents a mile, and the total automobile expense was twenty cents per mile of journey. At the same time the Honorable T. S. Harrison, ex-United States Ambassador to Egypt, and party, was touring the same countries, but in a Model "T" Ford, and his expense was approximately two cents per mile. The difference represents the enormous toll exacted by heavy weight.

The Royal City Garage, of Guelph, Ont., contract to care for Model "T" Ford cars at the rate of $125.00 for 5,000 miles, this to cover storage, gasoline, oil tires, repairs and carbide. As 5,000 miles is an average season's mileage, this figures less than $10.50 per month. One man travelling 5,000 miles by rail would spend $150.00 for railroad fare. You couldn't board a horse in a public livery for that price per month, and six horses would not cover 5,000 miles in a year. The Essex Automobile Company, of Paterson, N.J., advertises a similar service for $15.00 per month, and both these garages make a profit.

It is not necessary to emphasize the fact that the Ford is a car of quality. It is recognized that this car embodies "high priced quality in a low priced car." The imprint "Ford" on an automobile is a guaranty of value equivalent to the mark "Sterling" on silver. This car will travel more miles, more days, more years, with more satisfaction to its owner than any car selling at within several hundred dollars of the price. Ford price may have sold some Ford cars, but quality has doubled the factory and output each year of the past six.

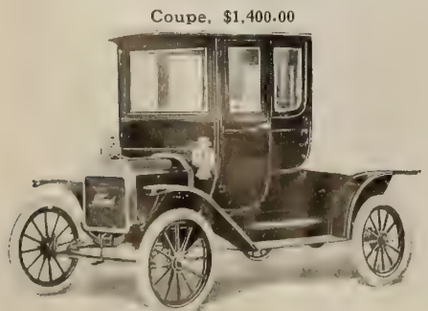
That the price is so low is no reflection on the quality. A book could be written on the "Why of the Ford Price." Suffice it to say, any car now selling for several hundred dollars more could be sold at the Ford price, if the car were built by Ford in the Ford shops, in Ford quantities and by Ford methods, providing the Ford single, small profit per car would be satisfactory to the makers.

Anyway, it is worth your while to look into this question. Don't be kept poor by the expense of the car you buy. Don't let a heavy car lighten your pocket book. Let common sense dictate your automobile purchase. There is a vast army of Ford owners "just tickled to death" to think they listened to reason and bought the light weight, low priced Ford.

Here's a hint that the man who takes it is wise. Now is the time to buy a Ford car. A month from now thousands will be clamoring for deliveries. Prompt shipment can be secured on immediate purchases, but we already have contracts specifying large shipments for March, April and May, as well as the later months. So get in immediate touch with the nearest Ford dealer or branch, and give him a hurry-up order. Anybody can order in April; the sensible man buys in March.

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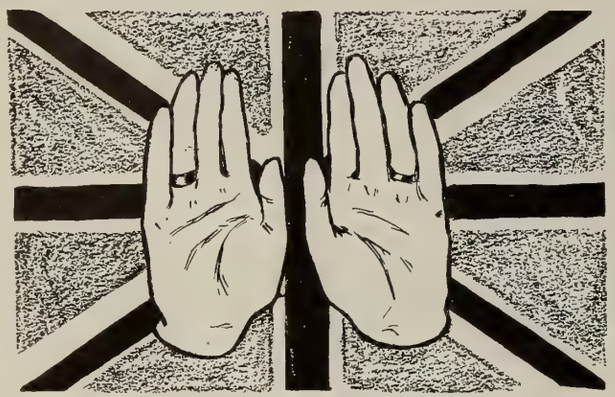
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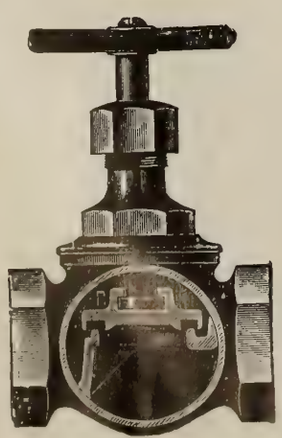
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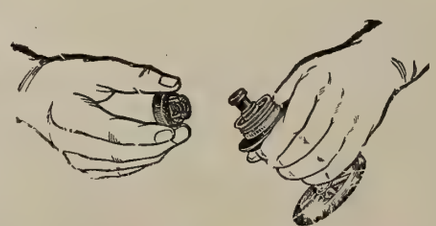
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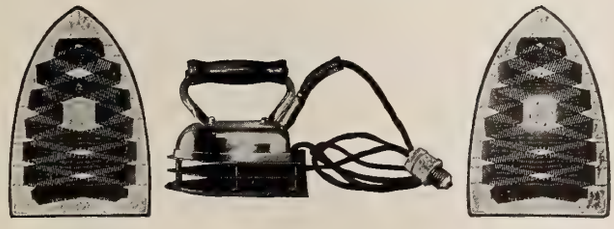
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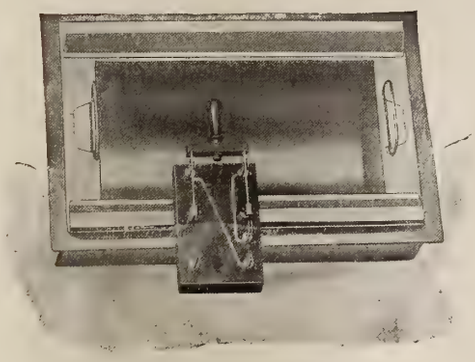
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ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, APRIL, 1910 | No. 9

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Where the Shoe Pinches.

IN Manitoba a special Commission recently brought in the report of its investigations into the subject of Workmen's Compensation for Injuries. As a result of its inquiries it drew up certain recommendations and these were taken as the basis of a Bill which was introduced into Legislature. The measure was accepted word for word by the Legislature, just as the Commission had drawn it up, procedure, schedules of compensation for partial and total incapacitation, everything. It was to apply to all employers of five or more persons. Only one change was made, an addition. A clause was inserted specifically exempting farm laborers and domestic servants from the operation of the Act. It would be interesting to learn on what principle intelligent farmers support a measure making the conditions of factory employers more burdensome, while they refuse to have the same treatment meted out to themselves. If it is just that a man who is injured while working in a flour mill should be supported by the owner of that flour mill while he is unable to work, it must surely be just that the man who is injured while cutting the grain should be supported by the owner of the farm. The cases are perfectly analogous. Therefore we say that the farmers who are members of the Manitoba Legislature and who, while they supported the Workmen's compensation for Injuries Act, as applied to factories, specifically exempted themselves from the responsibilities which it brought into existence, acted unjustly. The measure was either right or wrong. In passing it as applied to other classes of employers, the farmers subscribed to its justness. When the shoe pinched them, however, they wrenched their consciences and saved their pockets.

What Has Been Accomplished.

"IN the past ten years $170,000,000 of American capital has gone to Canada," said Eugene N. Foss, a millionaire manufacturer of Boston, in a political speech recently delivered. The moderate protection which has been given during that period by the Canadian tariff has resulted in the establishment of at least one hundred and fifty branch plants by United States manufacturers. Is the result beneficial to this country? Ask the citizen of Hamilton, or the farmer in the adjacent country what the establishment of the Canadian Westinghouse Co., the Berlin Machine Works, and a score of other industries from across the line, has meant to him. Ask the citizen of Welland whether it was more to his advantage to have the Plymouth Cordage Co. spend $600,000 in Welland or in Plymouth. Would the citizens of Peterborough and the farmers round about it prefer to have Canada supplied with cereals from the United States or from the big branch plant which has been erected in that city? At a time when changes are in the air, when concessions are proposed for more or less doubtful considerations, it is well to look at these tangible proofs of the value of protection. Prophecies are without avail and theories lose their value when confronted with the actual and incontrovertible evidences which the investment of $170,000,000 of foreign

capital and the establishment of a hundred and fifty branch factories provide. These factories are here, workmen are employed, farm produce is consumed, houses built and rented, goods bought, in a word business is done because our tariff makes it advantageous for United States manufacturers to manufacture here rather than to send in their goods from their foreign factories and pay the duty. No visionary advantages are these. They are represented by the increased demand at high prices of farm produce, the large and profitable market for labor, the augmented sales of stores and the greater value of real estate. A policy which would curtail the manufacture in Canada of the articles which we now produce would be an intolerable hardship to farmer, artisan and business man. What is more urgently needed at the present time is such a tariff that the bulk of the manufactured articles which are now imported would be made in Canada. So would the prosperity of the country expand and fructify.

Curbing the Tyrant.

FOR some reason or other British Columbia seems to provide a fertile soil for Labor-Socialists, if we may so name those who in their own spheres exhibit such an aversion to labor. It may be that they are there because the Pacific Ocean presents an insuperable barrier to their further progress. Most of them started in Europe, found their way across the Atlantic in their search for the ideal state, and in the East preached to cold ears and scoffing tongues, for the common people were well fed and actively employed. By force of circumstances they kept moving west, ever seeking a friendly clime or an appreciative audience, until they reached the coast, beyond which they could not go. Or perhaps, their principles of life led them to the salubrious valleys and plains of British Columbia and the coast states, where they know not snow, and where in consequence life may be lived with the least activity. For it is in such places that these men most do congregate. Whatever may be the cause, the condition is undoubted. In British Columbia a Socialist attracts no more attention than does any other man who tries to shirk work. So long as they stick to their soap boxes on street corners, the small boys may be allowed to take care of them. Sometimes they climb higher, but apparently with increased responsibility comes no increase in judgment or sanity. We might instance the case of Mr. Hawthornthwaite, the self-appointed people's friend, who has secured a seat in the Provincial Legislature of British Columbia. His latest legislative effort is truly a wonderful document. It is styled "An Act to prevent Discrimination against Members of Trade Unions." One extract from it will show its general purport: "It shall be unlawful for any employer . . . . to ask any person seeking employment . . . whether such employee or prospective employee was or was not a member of a labor organization." If we were allowed to speak for organized labor, which unfortunately we are not, we would like to ask Mr. Hawthornthwaite how that ideal of the unionists, the closed shop, is to be brought about, if the employer does not know whether the man he is employing is a union or a non-union man? We wonder how long the man with the many letters will permit the employer to pry into the affairs of the applicant for work to the extent of asking him if he can run a lathe. Such a question will be manifestly unfair in the eyes of Mr. Hawthornthwaite, for may it not cause discrimination against a carpenter who is looking for a job in a machine shop?

Will Spend More Money.

MONTREAL will spend another six million dollars on her harbor. The surprising feature about the recent development of the Montreal harbor has not been the amount of money which has been spent on the improvements, but the amount of improvements which have been secured for the sum expended. Canada, that is Montreal, has taken from New York practically all her old grain trade. Why? Not for sentimental reasons; there is just as much loyalty among United States shippers as ever there was. It is for the very simple reason that they can ship via Montreal more cheaply. That Montreal's facilities for handling freight are so excellent that she has scored heavily on New York, where many times more money was expended, is most creditable to the Commissioners in whose hands the former port has been placed. The natural difficulties to be overcome were by no means insignificant. In fact, so much was this the case that anything small in the way of harbor work would have been money wasted. A big and comprehensive plan taking in the entire water front was necessary. That the difficulties were not underestimated, but that on the contrary they were fully appreciated, is shown by the results which have been secured. Additional wharfage was secured. The railways and boats were brought into the closest relationship. Nothing was omitted which would tend to make the transference of freight from car to boat quick and cheap. The Commission has now to face the question of the current which makes navigation in the port troublesome. It is a problem which will require much thought in its solution. It is probable, however, that the Commissioners have decided upon the line of action to be taken and that their present season's programme, which will be announced within a few days, will contain a proposition for overcoming the difficulty. All Canada takes a pride in her greatest ocean port and will follow its development with keen interest.

Evidences of Prosperity.

FOR years it has been customary to look on the railways as the barometers of general business conditions. A busy season for them meant much freight moving and a consequent activity in trade. Such a condition is now obtaining. The number of idle cars is steadily diminishing, the car and locomotive shops have been placed on full time, an enormous amount of freight is being shipped. From these facts we may deduce the

statement that business in this country is good. But it is not necessary to go to the railways to learn this. Every sign points the same way. The annual trek to the wheat fields of the Canadian West has set in earlier than ever this spring and indications point to a greatly increased number of new settlers. The C.P.R.'s ready-made farm scheme is attracting a valuable class of immigrants; the United States are contributing an army of prosperous and experienced agriculturists; and from all the countries of Europe are coming home-seekers. The actual increase in the market for Canadian products in consequence of the increased population will in itself represent a large demand. The furnishing of their homes, the equipment of their farms, the clothing and feeding of them will all operate in the direction of stimulating trade. The West has become an insatiable maw, ready to take in and devour an endless variety of goods in boundless quantities. While one is estimating the value of the Western market, the most optimistic prophecies are outdone by the actuality of the present. But though the western market is most important because it represents new requirements of a growing population, the market of the older provinces is not to be slighted. Here, too, a condition of prosperity generally exists. Farm produce has been bringing a consistently high price and the farmer has more money than ever before to spend on the necessaries and to some extent the luxuries of life. In consequence of all this, the mill wheels are turning with ever increasing celerity, employment is general and full and over time is the rule. Full employment reacts on all lines of produce whether of the farm or the factory. A well paid workman with the prospect of steady employment before him spends his money freely. So the demand grows. In good as in bad times the interdependence of all the nation's activities is evident. It takes all classes and all industries to make a prosperous country.

A Very Friendly Man



MR. TAFT. "I merely wanted you to throw enough off so's we could shake hands—that's all."

Inefficiency in City Department.

THE arraignment of the Toronto City Architect's Department is growing in volume and intensity. To that of unnecessary and burdensome restrictions and regulations is added a bitter complaint against the delay in passing on plans after they have been sent to the City Hall official. Some time ago we voiced the general feeling among architects, builders and businessmen against the costly fads which Architect McCallum has placed in the city building by-law. It was pointed out that no good purpose was served by the excessive demands specified therein, that the cost of erecting warehouses and factories was twenty-five per cent. higher than was necessary for perfect safety, that no consideration was given to the class of business to be carried on in the premises, so that the same strength of floors and walls was required for a warehouse in which paper boxes were stored as in one housing heavy machinery. To this criticism of the building by-law itself must now be added strong condemnation of the method of enforcing it. The City Architect's Department is inefficient. Before proceeding with the work of construction an architect must have his plans approved. This is a necessary preliminary to the issuance of a building permit. It would be supposed that after plans have been drawn in conformity with the rules laid down in the by-law there would be no further delay in proceeding with the work. Such is not the case. Plans for factories and warehouses which were submitted for approval four, five and six weeks ago are still awaiting the consideration of Mr. McCallum or his assistants. The condition is intolerable. The finest season of the year is passing by, architects are anxious to get their specifications out, builders desire to get started on the work, and business men want to occupy their buildings, but they all have to wait the pleasure of a Department which is not equal to its job. Building after building is being hung up at the present time because the City Architect

has not found time to pass on the plans. It is up to the Board of Control to remedy the defect. They owe it to the hundreds of carpenters and masons and other workmen who are walking the streets because these buildings are not going forward, they owe it to the business men whose businesses are seriously affected by the delay, they owe it to the architects and builders whose efforts are being nullified through departmental procrastination and apathy. If the staff is insufficient let it be enlarged. There is no economy in saving the salaries of a couple of draughtsmen and in holding back for weeks big building operations. The absurd stringency of some of the building requirements have already compelled manufacturers to locate their plants out of Toronto, which otherwise would have become established there. This may or may not have been advantageous to the individuals. It can scarcely be said to have been so to the city. Those, however, who have decided to accept the conditions of the by-law should at least be allowed to go ahead with their building without more delay. A change for the better is urgently needed.

How Long Shall We Work?

AN exhaustive and unassailable statement was made by Mr. G. M. Murray, Secretary of the Canadian Manufacturers' Association, before the Special Committee of Parliament to which was referred Mr. Verville's bill, making an eight-hour day compulsory on all Government work. Although it takes up more space than we are accustomed to give to single articles, we believe that the importance of the subject to every manufacturer in Canada makes its publication and wide distribution imperative. We feel sure that it will not only be read, but that it will be carefully considered by our readers. Mr. Murray, with convincing lucidity, sets forth the impracticability of asking a manufacturer to work part of his force eight hours while the remainder is working nine or ten hours a day, the fallacy of the assertion that a man does as much in the short day as in the long, the unfairness of the Government, who are the trustees of the people, in paying more for their labor supply than the individual citizens are prepared to pay, the discrimination against Canadian firms which are subject to close supervision compared with foreign manufacturers who could not be checked up, and the impossibility of a young manufacturing country taking the initiative in what is practically an industrial and economic revolution. In the face of widespread complaints against the increasing cost of living a further increase in wages would be intolerable. Yet the universal condition of a reduction in hours is a maintenance of the gross income. In other words the product of the individual's labor becomes so much the more expensive. There is a point beyond which it is not safe to force the cost of production. Persistent demands of labor have already forced things up dangerously near that point in Canada. The time has come for a halt. Mr. Murray's brief has placed the matter fairly before the Committee in charge of the Bill.

Let the Public Know.

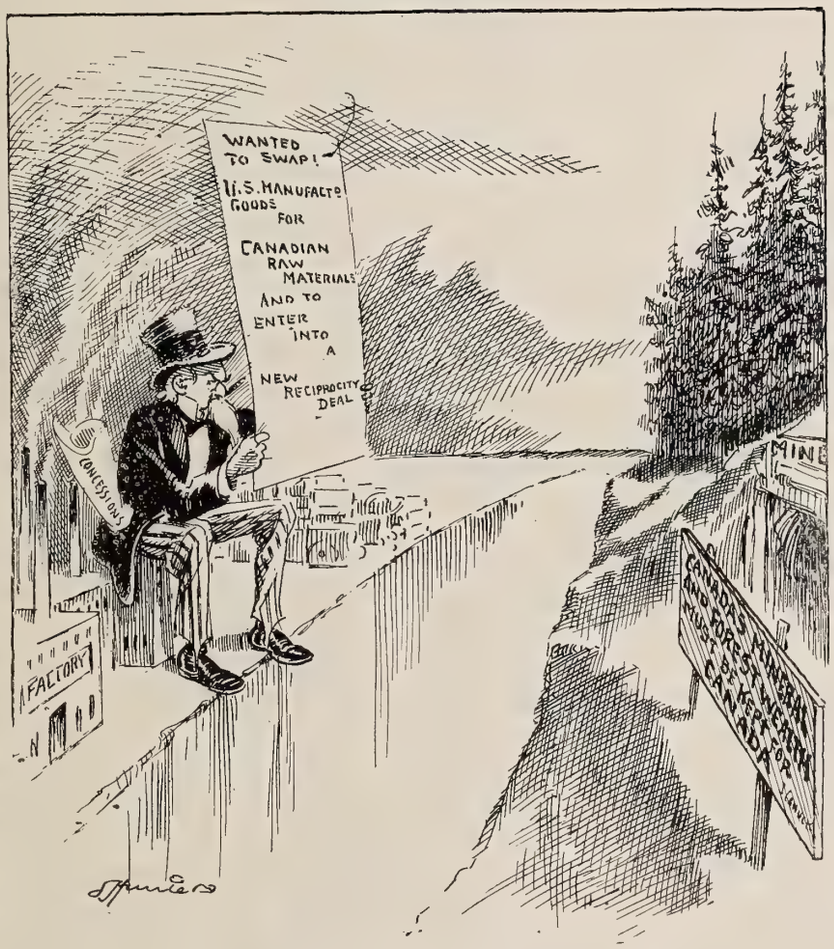
IN an effort to capture the trade of this country an energetic business campaign will be inaugurated by German manufacturers. The principal exporting firms are seeking travellers who are familiar with Canadian conditions. These will be preceded, according to press despatches, by an avalanche of catalogues and other advertising matter printed in the "Canadian language" and offering unprecedented inducements to Canadian buyers to establish connections with German houses. Special reference is made to the efforts being put forth by the aniline dye syndicate, millinery establishments and overcoat and suit manufacturers. From these reports there can be no question but that the Germans intend to take full advantage of the reduced tariff which the withdrawal of the surtax has brought about. Canadian manufacturers must meet the new conditions with which they are faced. Aggressive tactics must be met by aggressive tactics. Commencing with the advantage of being on the spot and in close touch with national sentiment and prejudices, they must overcome the new competition in three ways: First, by minimising the cost of production; secondly, by making the quality equal to foreign grades; and thirdly, by letting the public know about their goods. Publicity is a mighty force in modern business. Through it has been developed in recent years that marvelous industry of cereals in package form, whereby one firm can sell its brand of prepared oats or wheat from one side of the continent to the other. In this case a new industry was brought into being. So for many articles new and old, publicity has created a market and has fixed it along certain lines. What fear of foreign competition have the makers of Sunlight Soap, Waterman Ideal Pens, or Clark's Pork and Beans? We mention but three of that numerous class which have been made so well known to Canadians that the brand has come to be synonymous with the article. There is great virtue in publicity. Whether we like it or not, our tariff no longer makes Canada a preserve for Canadian manufacturers. The German and the Frenchman and the Yankee are in our midst and they are hustling for orders for all they are worth. Two thirds of the advertising columns of some Canadian trade journals proclaim the special qualities of United States goods, and the popular magazines which form the literary pabulum of the majority of our citizens devote more pages to the eulogy of foreign manufactures than they do to the entertainment of their readers. As a consequence Canadians are thoroughly familiar with foreign goods, in many cases far more so than of similar Canadian products. What Canadians must especially keep in mind for the future is to make the goods right and to tell the public about them. Along these roads lies salvation.

The Price of Farm Implements.

A RESOLUTION recently passed by the Saskatchewan Grain Growers' Association contained the statement that Canadian manufacturers were charging more for their

agricultural implements in Western Canada than in England. This alleged condition was the subject of caustic criticism by the members of that organization. Since the resolution in question was brought to our attention we have made careful enquiries of manufacturers and we are now able to state positively that the conditions complained of do not exist. It is regrettable that in the resolution passed by the above body, protesting against what they maintained was an unjust discrimination against them, no specific instances were brought forward so that the fallacy of the charges could be definitely fixed. A general error, however, in comparisons of the cost of implements in the West and in the East or in other countries, consists in a neglect of the fact that larger and better machines are used on the prairies than elsewhere. Six and seven foot binders are common in Saskatchewan, but are unknown even in Ontario, and much more so in England. It argues no discrimination that the English farmer is charged less for his four foot implement than the Western farmer for his implement of almost double the size. So, too, better and stronger plows are necessary for the extensive operations carried on on the big farms of Canada than in the cultivated gardens of England, and therefore what in some cases may look like a lower price is explained by a difference in quality. But we have the assurance of those who are selling implements both in Canada and Great Britain that grade for grade Canadian farmers get the better price. It might, however, be pointed out that there are very definite reasons why the British farmer should get a close figure on his farm machinery. To use but one example, it costs ten dollars less per machine to ship binders from Ontario, where the factories are located, to London, Eng., than from Ontario to Saskatoon. This same condition holds in the case of all other implements. In every case freight charges are less from Ontario to England than to Western Canada. Moreover sales are made in England on from thirty to ninety days time, while in Western Canada payments are distributed over two or three years. We feel sure that the Saskatchewan Grain Growers had not all these facts before them when they entered their criticism.

Reciprocity



The kind he wants—and the kind he must not get.

An International Incident.

UNCLE SAM has been trying to put one over on his good friend the German; at least that is how it looks to the outsider. Uncle Sam says no, he has been engaged in a philanthropic endeavor to show his German friends how much pleasanter life would be if the latter were only acquainted with the many articles which the United States produces—bigger and better than are produced in any other part of the world. He would show his good will by organizing an American Exposition in Berlin, "an all-American Exposition in the heart of Europe," as he called it. The prospectus was issued. It showed on the front cover a colored grouping of the German and United States flags in friendly embrace. Within was set forth the magnitude of the show which was under the personal direction of such men as J. Pierpont Morgan, John Wanamaker, and five pages more of similar mighty names. Prince Henry of Prussia graciously consented to act as Honorary President of the German Reception Committee. Having swung the proposition to within three months of the proposed day of opening, the Committee has announced the abandonment of the idea. The fact is that the Germans did not appreciate an invasion of foreign manufacturers into their country. They were unable to figure out just what advantage they were going to get from the exhibition. It was not by inviting foreigners in to sell them goods that the Germans have reached their present industrial pre-eminence. On the contrary, it was by supplying the home demand by the product of home labor. As a consequence of this feeling of disapprobation, the German Government declined to be connected with the affair in any official manner, and the idea that the invasion of Germany would not add much to the friendliness now existing between the two countries grew into a conviction in the minds of the Committee. All of which is borne on this side of the

line with some equanimity in view of the fact that the "all-American" exposition specifically excluded Canadian exhibits.

Foreign Trade Increasing.

IF anything were required to prove the abounding prosperity of Canada, it could be found in the report of our foreign trade for the eleven months ending February twenty-eighth. During that period our combined exports and imports reached the enormous total of $610,577,981, being an increase of $104,113,307, or over twenty per cent. as compared with the same period last year. For the month of February alone our imports were $30,341,462, representing an increase of $7,152,794 over the same month in 1909; our exports of domestic products for the month totalled $15,337,043, an increase of a little over a million. The total customs revenue for the eleven months was $53,781,-333, an increase of $11,389,085. The report shows that trade is buoyant. The one unsatisfactory feature of it is the preponderance of imports over exports.

A Tendency to Change.

TO-DAY we are on the flood tide of prosperity. Workmen are receiving full employment at adequate wages. Capital is being employed at a remunerative rate. All classes of our citizens are doing well. From the Atlantic to the Pacific there is the same hum of industry, new territories being opened up, millions of acres added yearly to the area under cultivation, transportation facilities being improved, and a higher standard of living steadily being established.

A tendency to change is in the air. New trade arrangements have been entered into with Germany, France and eleven or twelve other countries, whereby present conditions are being altered. Finally the problem of our tariff relations with the United States has become pressing. Where are they going to lead us? Wherefore are the changes being instituted?

A few days ago the writer while out in the country observed a baker's wagon from a city eight or nine miles away, driving along the road. Surprise was expressed at what appeared to be a falling away of the farmers from the old virtues of economy and industry. He was informed that it was quite the common thing for farmers to buy baker's bread, and to get a regular service of fresh meat from the city. Agriculture was paying well and it was no longer necessary to drudge and slave as it had been in years gone by. The standard of living was raised and life was made more comfortable and happy.

Scarcely a day passes that inquiries do not come from some Old Country artisan, wanting to be placed in communication with a Canadian employer. Why is he willing to tear up his roots from the land that begot him, where live his friends and relatives, where his fathers dwelt before him? Why come to a country where conditions are new and acquaintances scarce or entirely lacking? The answer is not hard to find. He leaves the place of sporadic employment for one where there is a steady job for the industrious man; he leaves the place where wages are low for the place where wages are high; he leaves the place where his wife and sons and daughters must enter the factory in order to keep the family expenditures and revenues together for the land where a man can earn enough to support his family in comfort.

The outstanding feature of our national life is the comfort in which the great mass of our citizens live. That is the aim of all legislation. It is the purpose for which governments and commissions are formed. No more striking comparison exists in social history than that of the artisan of to-day in Canada and his like in England or continental Europe of fifty years ago. Then men worked twelve and fourteen hours a day, in dark and ill-kept factories. Their home life was passed in unsanitary and miserable dwellings. No by-laws governed the erection or maintenance of buildings.

Much different are conditions here. The workmen, first of all, works from eight to ten hours a day. In many cases he gets a half-holiday on Saturday. The enormous advances which have been made in machinery have annihilated most of the more laborious operations. The crane and stationary engine have taken the place of manual labor. A walk through a workingman's section of any town in Canada will reveal a series of good houses usually well-kept, with a strip of land in the front and rear. Evidences of comfort are everywhere present, but in no respect is this so evident as in the presence of women in their homes instead of in factories, with the consequent proper care of house and children. Canadians do not notice this because they have been brought up to it. The stranger does; the foreigner in this country has many times spoken of the revelation that Canada's homes were to him. Our workmen are comfortable; they have wherewith to feed and clothe them and to enjoy not alone the necessary advantages of life, but also a modicum of the luxuries. The farmers and the artisans are prospering.

With this prosperity and sufficiency among the two classes to which we have referred has gone a fair return to capital. Canada is not a country of rich men. Its wealth is scattered among all classes, and in the great majority of cases those who have amassed a competence have risen from the ranks. They have accepted opportunities which lie open to every man.

Considering then that we Canadians have attained the good life to a greater degree than most other nations, that our people of all classes are sharing in a uniform prosperity, that we have approached so near to a true democracy, where opportunities and rewards are fairly distributed and where all citizens have it within their power to live in comfort and comparative independence, why should there arise a desire to change existing economic conditions, upon which all these are based? It would be no progress to go back to the conditions obtaining in the industrial centres of Europe. Cheapness of production is purchased at too high a price if it involves the degradation of the worker. Our present fiscal system has in most lines developed a healthy and virile national life. Progress must consist in broadening and rationalizing it, rather than in weakening and narrowing it.

WHAT RETURN DID WE GET?

The Recent Tariff Agreement with the United States.

A CONFIDENT attitude was assumed by Canadians of all parties in the early stages of the recent tariff discussion. Even the average citizen was conversant with the general situation. For years the United States had set up a tariff barrier which practically prohibited the exportation from Canada to that country of anything but raw materials. Canada's tariff in the meantime was so moderate as to permit of the annual importation of almost two hundred millions of dollars worth of goods from the United States alone, half of which consisted of manufactured articles. Suggestions for a more generous treatment were received at Washington with scant courtesy. The United States had no intention of reducing their tariff so that it should be "reciprocal and equal." Their tariff was made with no consideration of its effect on foreign countries, but solely in their own interests.

Urged by the insistency alike of those who needed our products and those who recognized in this country a rich market for their wares, the Republican party in convention adopted a plank promising a tariff revision. By a colossal joke, at which the party manipulators must be still holding their sides for laughter, the promised revision turned out to be a readjustment, a few articles reduced, the majority retained at the old level, and many increased.

Canada, after her concessions to the United States, not only gets no equivalent reductions, but is actually paying duties at least as high as, if not higher than, she did a year ago.

The progress of diplomacy up to the present agreement was not such as to arouse much pride in the Canadian breast. With a bold front the Canadian Government announced that there would be no concessions made to secure immunity from the twenty-five per cent. surtax club with which the Payne Tariff Act armed the President. Canada conceded the same treatment to the United States as to other nations, with the exception of Great Britain and some sister colonies to whom she granted a preference as being members of the family, and of France, with some other less important states, from whom Canada had bought special treatment on certain articles in return for a reduction on her part on a specified list of French products.

The Canadian Government took a thoroughly reasonable stand, then, in maintaining that the United States' minimum tariff was a proper return for Canada's general tariff, and that a threat of the imposition by that country of an additional twenty-five per cent. ad valorem duty should be met, not by a concession of lower rates, but by a determination to enforce the surtax. Such a decision was announced in the Government journals; a caucus of the Liberal members at Ottawa pledged the party support to this "stand pat" policy; the newspapers of both parties, representing public opinion, backed up the Government. The United States were offering no concessions. Why should Canada?

Such was the situation two weeks before April 1st. Commissioners had come to Ottawa to investigate the situation and to report to the President whether or not Canada was discriminating against the United States. At that time there was no suggestion of concessions. What the Commissioners reported is not known; they probably held that discrimination existed. Still President Taft was unwilling that the maximum tariff, the twenty-five per cent. club, should be used against this country. For the President knew that in a somewhat similar dispute between Germany and Canada, Germany, after seven years experience, was ready to sue for peace. In the surtax clause of the Customs Act Canada had a defensive weapon of tried utility. Conferences were held at Albany, and again at Washington. All that was needed, it was said, was for Canada to make some concessions on a few unimportant items, to save the face of the administration at Washington. With anything at all to show, the President would proclaim that no undue discrimination existed and Canada would automatically come under the minimum tariff.

But why should Canada be called upon to pull a foreign Administration's chestnuts out of the fire? The Payne Tariff was adopted because it was felt to be most in the interest of the United States. It was not the fault of Canada or of any other country if that Act proved inelastic or unworkable. If the President and his advisors decided that the maximum tariff ought not to be enforced against Canada, but were prevented from carrying out their wishes because of a kink in the Act, the reasonable course to be pursued was to have the kink removed, not to ask Canada to change her tariff so as to get around the difficulty. The impasse was of Congress' making. Its removal should have rested with the same body. It was then in session.

In the interest of peace and to cement the neighborliness and friendship which now exist, the people of Canada were inclined to stretch a point, to sacrifice something, in order that the President might have the desired excuse for proclaiming that Canada was entitled to the minimum tariff. It was handed out from Ottawa that the Government had agreed to make the desired concessions on a few items.

No suggestion was at any time made that these items should include articles of Canadian production. Fruits and nuts were mentioned, watch actions and movements, cottonseed oil and a few other similar items. If an excuse was wanted these would provide it as well as any others. They represented articles which we buy from the United States.

Even then Canada's attitude was independent and dignified. She still said to the United States: "Our general tariff is lower than yours. We grant you it unqualifiedly. The duties are the same as we charge Germany, Italy, Belgium, and the rest of the world. In some cases France pays less, but for this reduction she has compensated us in substantial advantages in her market. We grant you this general tariff in return for yours, recognizing your right to make commercial treaties with other countries,

even as we have done with France." And we said further to the President, "to make your course easier, we will grant you our intermediate tariff on these specific articles which you make and we do not." The Canadian people went this far with the Government.

But where was the Government's firmness when the agreement was announced? Where was the "stand pat" policy? What front did they present to the almost prohibitive tariff to which we have been subjected since the passing of the Payne Act? Only to save the President's face was any concession at all proposed. To do this was it fair to sacrifice Canadian industries? Not only has Canada reduced the duty on nuts, prunes, dates and such articles, but also on leathers, soaps, lithographed articles, perfumery and others. A serious blow has been struck at manufactures. We take the case of lithographed articles, which were reduced from 25 per cent. to 22½ per cent. No industry in Canada is subjected to keener competition from the United States. The chief cost, as is well known, lies in the lithographing stones, which have to be prepared by an expensive process. This initial cost is the same whether the run is to be twenty thousand or a hundred thousand. Naturally the average order is much smaller in Canada with its limited population than in the United States. Hence the cost per article is greater. But the real trouble comes from what is practically a dumping of goods in this market. The United States lithographer has his plates made for a big run of calendars for the home trade we shall say. An additional twenty thousand will only cost him the price of the paper and press work. He quotes a Canadian customer a price which will bring him a profit on this basis, since he has charged up the cost of the stones to the original job. Not only then is he reaping a big benefit from the fact that he has a much longer run than his Canadian competitor could possibly have, but the price at which he sells in Canada and on which he consequently pays duty is away below the actual cost of production, all the legitimate costs being taken into consideration. Such is the competition to which Canadian lithographers are subjected; their protection from the tariff, be it noted, not being twenty-five per cent. of the actual and fair cost plus a profit, but twenty-five per cent. of these less the biggest item of all, that of the lithographic stones. When the high cost of paper in this country, as compared with the United States is considered, it will be recognized that the old duty was little enough protection against United States manufacturers. Few industries were less able to stand a lowering of the tariff. Yet without consulting men in this line of business, without enquiring into the conditions surrounding the trade, a cut of two and a half per cent. is made, merely to make things easy for the Government at Washington. This is the outcome of our negotiations. This is the fruit of our confidence. The Government has ignominiously retreated from its position.

When all is said and done, the conferences closed and the agreements settled, Canada, having made her concessions, having sacrificed her industries, will pay as high a duty on the products she exports to the United States as she did a year ago.

THE ULTIMATE VALUE.

A BROAD gauge conservation policy for Canada was advocated by Mr. W. H. Rowley at a dinner recently given by the manufacturers of Hamilton. Mr. Rowley starts from the basic principle that we should make every resource as valuable as possible to the nation, whether it be the minerals that are now hidden in the earth, the trees which grow on its surface, the labor of the people who inhabit it, or any other product or energy of which it is possessed. All must accept this as a truly national policy. We shall make poor use of the experience bought at a heavy cost by other nations if we proceed to dissipate our primal resources, alienate our natural advantages, and permit the wealth with which Providence has endowed us to slip through our spend-thrift fingers, only to gild the pockets of foreign peoples. A rational policy of protection will make it possible for Canadians to take the ore from the mine, smelt it in their own furnaces and turn it into rails or plows or machines in their own plants. If we spend three dollars on mining a ton of ore and sell it for four dollars to a United States smelter, only to buy it back a year later as a machine at two hundred times its original value, we have the ore back, but we have sent to the United States five hundred and ninety-six dollars of our money. If instead of this, we had carried out every operation ourselves, not only would we have the original ton of ore, now converted into a machine, but we would have the six hundred dollars circling from workman to workman and running the entire gamut of the metal working shops. The cord of wood which is sold to the United States paper maker for three or four dollars comes back to us as paper at a cost of thirty or forty dollars. The difference goes to pay workmen and rent of capital in the pulp and paper mills of the New England States. We could make the paper just as well. We have the water powers; we have the workmen; as a final proof we do actually make it to some extent. The whole difference is between having a number of workmen in the United States, consuming the products of United States farms and United States factories, and making business good, or in Canada doing a similar service for Canadian producers. Conservation is a broad question. It applies just as much to the latent value which is in the unmanufactured tree as it does to the richness of the unworked soil or the wealth of the hidden metal. Every hour of labor that is put on an article adds that much to the nation's wealth. It should be Canada's aim to conserve its natural products till they reach their ultimate value.

CUSTOMS RULINGS

TARIFF CHANGES.

No. of Tariff Item.	Goods.	British Pref. Tariff.	Intermediate Tariff.	General Tariff.
94	Dates and figs, dried, per one hundred pounds	40c	55c	55c
99	Prunes and dried plums, unpitted; raisins and dried currants, per pound	½c	2-3c	2-3c
109	Almonds, walnuts, Brazil nuts, pecans and shelled peanuts, n.o.p., per pound	1¾c	2c	2c
112	Nuts of all kinds, n.o.p., per pound	1¾c	2c	2c
180	Photographs, chromos, chromotypes, artotypes, oleographs, paintings, drawings, pictures, decalcomanie transfers of all kinds, engravings or prints or proofs therefrom, and similar works of art, n.o.p.; blue prints, building plans, maps and charts, n.o.p.....	15%	22½%	22½%
228	Soap powders, powdered soap, mineral soap and soap, n.o.p.	22½%	32½%	32½%
234	Perfumery, including toilet preparations, non-alcoholic, viz. Hair oils, tooth and other powders and washes, pomatums, pastes and all other perfumed preparations, n.o.p., used for the hair, mouth or skin	25%	32½%	32½%
287	Table ware of china, porcelain, white granite or ironstone..	15%	27½%	27½%
318	Common and colorless window glass	7½%	12½%	12½%
366	Watch actions and movements, and parts thereof, finished or unfinished, including winding bars and sleeves	10%	12½%	12½%
604	Dongola, cordovan, calf, sheep, lamb, kid or goat, kangaroo, alligator, and all leather, dressed, glazed or further finished than tanned, n.o.p.; harness leather, and chamois skin	12½%	15%	15%
634	Feathers and manufactures of feathers, n.op.; artificial feathers, fruits, grains, leaves and flowers suitable for ornamenting hats	20%	27½%	27½%
711	All goods not enumerated in this schedule as subject to any other rate of duty, and not otherwise declared free of duty, and not being goods the importation whereof is by law prohibited	15%	17½%	17½%

DEPARTMENTAL DECISIONS.

Galvanized Wire Roofing Nails as per sample have been ruled to be dutiable under tariff item 416, General Tariff rate 60c. per hundred pounds.

Grease Cups, Steel, as per sample, specially adapted for use on disc plows, may be entered under tariff item 446, General Tariff rate 20%.

Plants for Blast Furnaces are dutiable according to material, except that blast furnace blowing engines are free under tariff item 460. Fire brick of a class or kind not made in Canada are free under tariff item 281.

(2) In regard to the converting apparatus, it is now held that the conversion is complete when the steel is in the ladle, so that all plant used in operations subsequent to the placing of the steel in the ladle is held not to be covered by the provision in tariff item 460 for the free entry of converting apparatus for metallurgical processes in metals.

The electric crane would thus be dutiable.

None of the buildings are regarded as entitled to free entry under this item, as they are not apparatus or plant. Materials completed or to be used as parts of the following apparatus may be admitted free under tariff item 460, namely:

Open hearth furnace and integral parts for same, including port end bindings, and checker bindings therefor.

Gas producer for open hearth furnace, including main from gas producer to open hearth furnace, with valves and stacks.

Orange Pulp, being the whole orange manufactured into pulp without the addition of any sweetening matter, imported in barrels or casks, has been ruled to be dutiable under tariff item 96, General Tariff rate 25%.

Molybdenum Metal imported by manufacturers for use in the manufacture of supports for the tungsten in the filament of metal filament incandescent lamps may be entered free under tariff item 723.

STEAMSHIP SAILINGS

St. John to Liverpool—
C.P.R. Liner, April 8 and 16.
Allan Liner, April 8 and 15.
St. John to Bristol—
C.P.R. Liner, April 6 and 20.
St. John to London—
Furness Liner, April 7 and 20.
St. John to Glasgow—
Donaldson Liner, April 7 and 14.
St. John to Manchester—
Manchester Liner, April 9 and 23.
St. John to Havre and London—
Allan Liner, April 6 and 20. Calling at Halifax 2 days later.
St. John to South Africa—
Elder-Dempster, about April 10.
St. John to Nassau, Cuba and Mexico—
Elder-Dempster, about May 1.
St. John to West Indies—
Pickford & Black, about April 20.

INTERNATIONAL EXHIBITIONS

Kieff, Russia: An International Agricultural and Industrial Exhibition will be held in Kieff from May 15 to October 14, 1911. Foreign manufactures will be admitted free of duty for exhibition purposes. There is a British Consul, Mr. H. Paton Smith, resident at Kieff.

Buenos Aires, Argentine: The International Exhibition to be held in this city this year will consist of three sections, railways and land transport, agriculture and hygiene. It is believed that the centennial celebration will arouse general interest in South America and that much will be done through it to stimulate foreign trade.

St. Petersburg, Russia: A motor car exhibition, organized by the Imperial Russian Automobile Society, is to be opened at St. Petersburg in June next. Exhibits are invited of the following classes, viz., Motor cars complete, motor boats, motor cycles and bicycles, tires, machine tools for motor cars, etc., fuel, oils, lamps, etc.

FOREIGN CUSTOMS CHANGES

CHANGES IN SOUTH AFRICA.

The following customs decisions have been issued by the Cape Government, giving general tariff and rebate to the United Kingdom and reciprocating British Colonies, including Canada:

Article.	General Tariff.	Rebate to Canada.
Beading, metal, for cart trimming	15% ad val.	3% ad. val.
Brushes, crocodile glue	15% ad val.	3% ad. val.
Diaries, pocket—		
For advertising purposes	25% ad. val., or 2d. per lb., which ever shall be the greater	3% ad. val.
Not for advertising purposes	15% ad val.	3% ad. val.
Sulphide of Sodium	4s. 9d. per 100 lbs., or 25% ad. val., which ever shall be the greater	3% ad. val.
Wire—		
Annealed stitching	15% ad. val.	3% ad. val.
Tinsmiths'	15% ad. val.	3% ad. val.

JAM LABELLING REGULATIONS.

New Zealand: It is provided in the Poor Food regulations that, from 1st April, 1910, every package containing jam or marmalade, or mixed or compounded jam or marmalade, or jelly, shall be labelled so that it shall show clearly and distinctly the contents of the package, and the name and address of the manufacturer of such contents, in addition to any brand or device which the manufacturer may desire to display on his goods.

Every affixed label shall also have the name of each of the mixed or compounded fruits stated thereon in clear and distinct characters of equal size, except where a mixed or compounded jam does not contain more than 20 per cent. of apple-pulp, when it shall be sufficient to state on the label the amount of such pulp in the following form:

"This is a mixed jam, containing not more than 20 per cent. of apple."

This statement shall be printed on the label in the characters known as 10-point condensed Gothic capitals, parallel to and immediately beneath the characters designating the first-named fruit, and on such a back ground as shall display th words clearly and distinctly.

It is further provided that apple-juice or gooseberry-juice may be added to jam to an amount not exceeding 10 per cent. without specification on the label to that effect, or that it is a mixed or compounded jam.

Persons failing to observe these regulations are liable, on conviction, to a penalty not exceeding 20*l*.

NEW PATENTS ISSUED

The following is a list of patents issued by the Canadian Patent Office to Canadians on Feb. 22nd and is furnished by Fetherstonhaugh & Co. 5 Elgin St., Ottawa, Canada, Russel S. Smart, Resident, from whom all information regarding the same may be obtained.

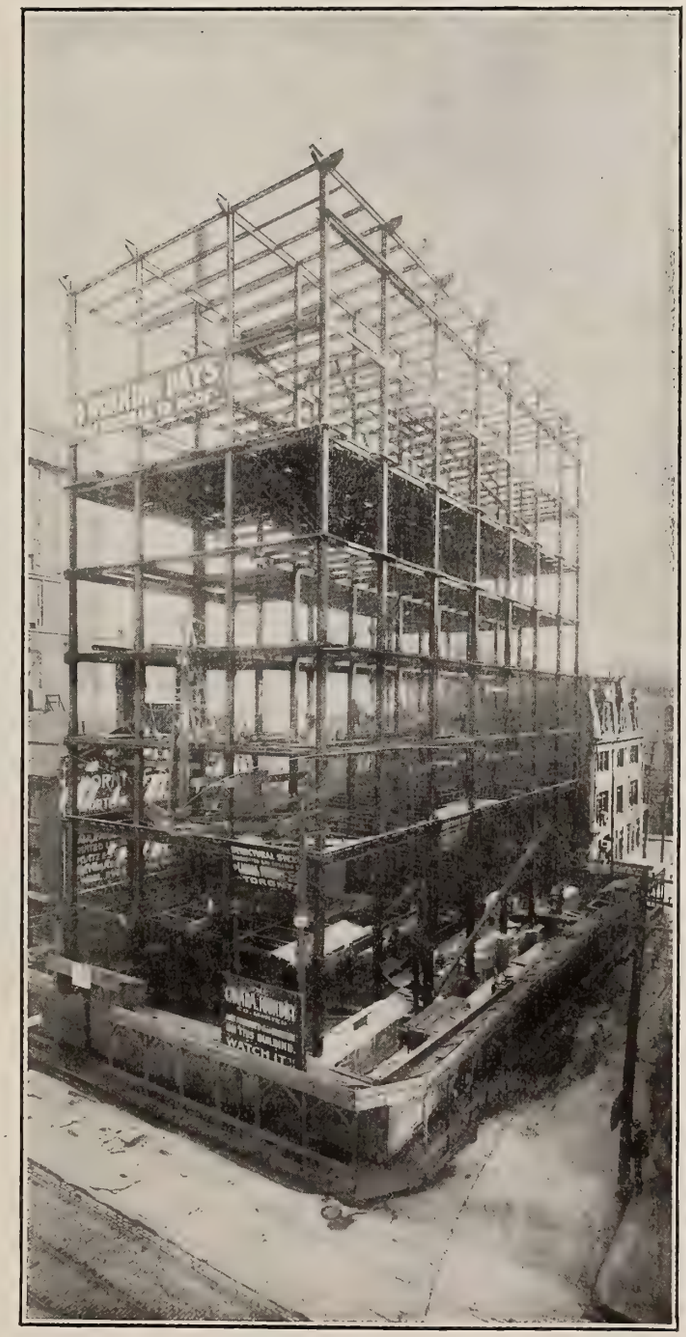
123958. A. H. Chadwick, Hamilton, Ont., Seal Locks for Loose Leaf Binders and the Like.
123960. F. Ellsworth Martin, Toronto, Ont., Copy Holders. F. A. Kent.
123975. J. G. Reinhart, Goderich, Ont. Charcoal Coolers. The Doty Engine Works Company, Ltd..
123978. G. S. Baird, Toronto, Ont., Book Holders. Business Systems, Limited.
123979. D. L. Baird, Toronto, Ont., Loose Leaf Binders. Business Systems, Limited.
123983. E. M. Tuerk & G. R. Zakalan, New Liskeard, Ont. Faucets.
124002. E. Campbell, Allan, Sask., Cuspidors.
124005. Thos. Crocker, Winnipeg, Man., Awning Brackets.
124006. J. J. Van Dandaigue, Montreal, Que., Formaline Vaporizers.
124009. E. E. Everall, Toronto, Ont., Carbon Holders for Black Leaf Check Books.
124013. J. H. Greenwood, Hill Crest, B. C., Car Brakes.
124023. A. Kennish, Toronto, Ont., Protectors for Hat Pins and the Like.
124038. H. Monoghan, Toga, Sask., Plows.
124041. J. H. K. McCollum, Toronto, Ont., Steam Engines.
124042. D. McIntyre, Pipestone, Man., Grain Tanks.
124043. D. J. McKinnon, Toronto, Ont., Internal Combustion Motors.
124044. D. J. McKinnon, Toronto, Ont. Internal Compstion Motors.
124044. D. J. McKinnon, Toronto, Ont., Internal Combustion Motors.
124061. J. Rieddick, Montreal, Que., Suspenders for Arc Lamps and the Like.
123811. A. Winer, Montreal, Que., Convertible Collars. A. Winer, Geo. Hamilton.
123814. J. G. Goodison, Sarnia, Ont., Pneumatic stackers. The Indinia Manufacturing Company.
123823. Alex. H. Walker, Berlin, Ont., Reproducers for Talking Machines. Pollack Manufacturing Co., Ltd.
123824. H. C. Jordan, Vancouver, B. C., Crude Oil Burners. The Jordan Wells Railway Supply Co., Ltd.
123825. H. C. Jordan, Vancouver, B. C., Vaporizers and Burners. The Jordan Wells Railway Supply Co., Ltd.
123831. N. E. Nash, Toronto, Ont., Boiler Feeding Apparatus. N. Thermostats, Ltd.
123849. A. E. Watt and S. Fielding, Bienfait, Sask., Shocking Machines.
123850. J. Vioeborgh and E. Vioeborgh, Toronto, Ont., Electric Hair Curlers.
123870. J. A. Daigneau, Moe's River, Que., Mattress Filling Materials.
123871. A. Davidson, Frederickton, N. B., Driving Mechanisms for Centrifugal Separators or the Like.
123875. H. A. McFarlane, Cote St. Paul, Que., Knock Down Shelving.
123879. J. Gillespie, Nottawa, Ont., Reversing Engine Link Motion.
123880. R. C. Goff, Charlotetown, P. Ed. I., Shirts.
123884. Geo. S. Geraniaus, Town of Thoulow, Ont., Instruments for the Sharpening of Scissors.
123889. Wm. J. Herald, Hamilton, Ont., Metal Fabrics.
123909. Jas. H. K. McCollum, Toronto, Ont. Internal Combustion Engines.

MODERN CONSTRUCTION METHODS.

TWO weeks ago a large sign was placed on the boarding surrounding the site of the new Standard Bank, corner of King & Jordan Streets, which read as follows:

"The Canada Foundry Company have promised quick erection on this building. Watch it grow."

The building in question is an eight-storey steel structure, the steelwork being manufactured and erected by the Canada Foundry Co. The rapidity of its erection has been witnessed and commented on by thousands of people who have watched its progress, and as it took only thirteen working days from the start at the ground floor till the completion of the roof on the eighth floor, the Canada Foundry Co. claim this to be a Canadian record for quick construction.



WORKMEN'S COMPENSATION IN MANITOBA.

A COPY of the Act recently passed by the Manitoba Legislature, dealing with the question of compensation to workmen injured during the course of their work, may be seen at this office. It was brought in directly as recommended by the Commission which inquired into the subject. All employers of five or more hands, with the exception of employers of farm labor and domestic servants, come under the operation of the Act. The Act is praiseworthy in that it is perfectly explicit; there seems little possibility of mistaking or misunderstanding any of its clauses. It follows the principle of the English Act in placing the entire burden of cost on the employer. Unnecessary legal expenses are obviated by provision for the appointment of a Board of Arbitration, where questions of interpretation arise. Manufacturers having plants in Manitoba should study the Act carefully.

MINERAL RESOURCES.

A PRELIMINARY statement of Canada's mineral production for the calendar year 1909 has just been issued from the Department of Mines, Ottawa. It is an interesting document and merits the close perusal of all who are interested in the material progress of Canada. An industry which adds over ninety millions of dollars to the wealth of the country in a single year is worthy of every respect.

Unfortunately many Canadians are far from sympathetic towards this great source of national wealth. By bitter experience many have come to subscribe to Mark Twain's definition of a mine as "a hole in the ground owned by a damn liar." They are the deluded victims of an over-strong human desire to get rich quick, and an ore body has not half the strength with them possessed by an appealing advertisement.

For all that, our mineral production is second only to agricultural produce.

Considering that we import coal to a value of over twenty-six millions a year, the amount of our native product is somewhat surprising. During 1909 it amounted to 10,411,955 tons, with a value of $24,431,351. A glance at the former figure particularly makes us look with eagerness to the time when our white coal—the water-powers which can generate energy enough to turn every wheel on the continent—will be utilized to the full. Meanwhile our coal areas in the extreme East and in the far and middle West are revealing unsuspected richness. Next to coal in value comes silver, the output of which in the silver camp of Northern Ontario continues undiminished. Over fourteen million dollars are represented by the output of this metal. British Columbia shares in the output although the Cobalt district of Ontario ships most of the ore. Of this 8,384 tons are treated in metallurgical plants in Canada. The remainder, some 5,500 tons, are treated in the United States.

The king of metals, gold, ranks high in the list of production. Nearly ten million dollars was the value of the yellow metal mined in 1909. Of this the Yukon supplied $3,600,000; British Columbia, $5,929,880; and Nova Scotia, $244,799.

Next to gold in value and close up to it comes nickel, the metal in whose production Canada holds almost a monopoly. The year 1909 established a new record for this mineral, the total output being valued at $9,461,877. Nickel is found largely combined with copper in the Sudbury-Copper Cliff district. The ore is roasted and smelted to a matte containing from 77 to 82 per cent. of the combined metals. This is shipped for refining to England or the United States, chiefly, however, to the latter country.

Copper is also mined extensively in this district, but to a greater extent in British Columbia. The total production was valued last year at $7,018,213, of which approximately 70 per cent. was mined in British Columbia and the rest in Ontario.

One mineral resource we have been slow to develop—our iron ores. Last year of a total of 757,162 tons of iron ore used in the production of pig iron in Canada, we imported 607,718 tons. The value of the pig iron which was

produced in Canada from Canadian ore is estimated at $2,222,215.

As a record of the year's work the following tables are submitted:

METALLIC.

Product.		Quantity. (a)	Value. (b)
Copper (c)	Lbs.	54,061,106	$7,018,213
Gold			9,790,000
Pig iron from Canadian ore (d)	Tons.	149,444	2,222,215
Iron ore (exports)	"	21,956	61,965
Lead (e)	Lbs.	45,857,424	1,959,488
Nickel (f)	"	26,282,991	9,461,877
Cobalt			* 66,319
Silver (g)	Ozs.	27,878,590	14,358,310
Zinc			250,000
Total value, metallic			$45,188,387

NON-METALLIC.

Product.		Quantity. (a)	Value. (b)
Arsenic	Tons.	1,129	64,100
Asbestos	"	63,349	2,284,587
Asbestic and asbestic sand	"	23,951	17,188
Chromite (exports)	"	1,794	20,858
Coal	"	10,411,955	24,431,351
Corundum	"	1,491	157,398
Feldspar	"	10,286	35,694
Graphite	"	730	37,624
Grindstones	"	3,965	50,944
Gypsum	"	468,551	667,816
Magnesite	"	330	2,508
Mica	"		154,106
Mineral pigments—			
Ochres and Barytes	"	4,119	29,213
Mineral waters			177,304
Natural gas (h)			1,205,943
Petroleum (i)	Brls.	420,755	559,604
Phosphate (apatite)	Tons.	597	4,618
Pyrites	"	57,038	196,312
Quartz	"	50,541	63,032
Salt	"	84,037	415,219
Talc	"	4,506	12,172
Total value, non-metallic			$30,587,591

*Additional returns increase this item to $90,950.



Annual Banquet of the Manitoba Branch Canadian Manufacturers Association at Winnipeg.

STRUCTURAL MATERIAL AND CLAY PRODUCTS.

Product.		Quantity. (a)	Value. (b)
Cement, Portland	Brls.	4,010,180	5,266,008
Clay products—			
Brick			4,200,000
Sewer pipe, fireclay, drain tile, etc.			1,300,000
Lime	Bush.	5,163,874	1,049,473
Sand and gravel (exports)	Tons.	481,584	256,166
Stone—			
Granite			340,047
Limestone for flux in blast furnaces			328,091
Marble, limestone and sandstone			1,600,000
Total structural material and clay products			$14,339,785
All other non-metallic			30,587,591
Total value, non-metallic			$44,927,376
Total value, metallic			45,188,387

Estimated value of mineral products not reported	300,000
Total value, 1909	$90,415,763

(*a*) Quantity of product sold or shipped.

(*b*) The metals, copper, lead, nickel and silver, are for statistical and comparative purposes valued at the final average value of the refined metal in New York. Pig iron is valued at the furnace and non-metallic products at the mine or point of shipment.

(*c*) Copper contents of smelter products and ores exported, at 12.982 cents per pound.

(*d*) The total production of pig iron in Canada in 1909 was 757,162 tons valued at $9,581,864, of which it is estimated 607,718 tons valued at $7,359,649 should be credited to imported ores.

(*e*) Refined lead and lead contained in base bullion exported at 4.273 cents per pound.

(*f*) Nickel contents of matte produced, at 36 cents per pound (the lowest quotation for nickel in New York less 10 per cent.). The value of the nickel contained in matte was, as returned by the operators, $2,810,748, or an average per pound of 10.7 cents.

(*g*) Estimated recoverable silver at 51.503 cents per ounce.

(*h*) Gross returns for sale of gas.

(*i*) Quantity on which bounty was paid and valued at $1.33 per barrel.

CRUSHED STONE BIN.

AN interesting addition to the industries of Ontario during the past year was that of the new plant of the Point Anne Quarries, whose storage bin and unloading apparatus in Toronto are shown herewith. The storage bin is of great capacity, being 272 feet long by 25 feet wide. Its detailed dimensions are: piling above ground, 12 feet; piling to top of bin, 21 feet; bin to top of belt conveyer house, 12 feet; belt house to top of screen house, 21 feet 3 inches; screen house to boom, including engine house, 21 3-4 feet; boom to top of tower, 34 2-3 feet; height over all, 137 2-3 feet. Capacity, 8,000 tons of stone.



Point Anne Stone Quarries.

The bin rests on 220 piles driven to rock, the average length of a pile being 34 ft. with 12 ft. above ground. The piling runs in three rows the full length of the bin in clusters of two, three and four piles bolted together and braced and bedded in two feet of concrete at the ground line. The stringers along the piles are 12 in. x 14 in. southern pine. The floor is 3 in. x 12 in. timber on edge; every 10 in. there is a 12 in. x 12 in. upright with two 6 in. x 12 in. uprights between. From each side upright there are two 10 in. x 12 in.; two 8 in. x 12 in. and two 6 in. x 12 in. pieces running to the centre upright, and six 1 3-4 in. rods running from the sides to centre of the bin. There is approximately 200,000 ft. of southern pine in the bin proper, and 75,000 ft. of other timber in the buildings above the bin.

The engine in the tower is a combined hoisting and trolley engine, both direct acting with double cylinders; the hoisting cylinders 14 in. x 24 in. and the trolley cylinders 10 in. x 12 in. This operates a grab bucket which lifts its load from the vessels 108 in. and will unload 100 tons per hour. The stone from the grab passes over two 48 in. x 20 in. revolving screens and is dusted and the sizes separated. From the screens it is carried on two 18 in. troughing belt conveyors each 255 ft. long between centres and by means of trippers is deposited according to size in different parts of the bin. The bin is equipped for loading vessels or waggons. There are eight chutes for water loading and fifty-four under cut ore bin gates for loading waggons. The teams drive under the bin and take on their load at any of the fifty-four gates. A waggon can weigh in, load and weigh out in five minutes, and a number of waggons can load at the same time.

FREIGHT CONSIGNED "TO ORDER."

SHIPPERS are urged to give special attention to the following circular of instructions, which has just been issued by the Freight Traffic Manager of the Canadian Pacific Railway. An observance of the regulations indicated therein will expedite the delivery of freight. The letter is as follows:

"Attention has been called to the fact that shippers frequently forward to consignees, the *memorandum* portion of "order" bills of lading, instead of the *original*. This results in delay in delivery at destination.

"It is explained fully on the *memorandum* that this form is simply an acknowledgment that a bill of lading has been issued, and is not the original, nor a copy or duplicate, and is intended solely for filing or record. It is also pointed out that the surrender of the original order bill of lading properly endorsed shall be required before delivery of the goods.

"It is of the utmost importance, therefore in order to prevent delays in delivery of freight, that the original bill of lading be forwarded to consignees or negotiated through bank.

"Agents must impress upon shippers the importance of observing this rule."

A Correction.

In the March issue of INDUSTRIAL CANADA an apparent error crept into an article entitled Protection of Freight. It is provided by an order of the Board of Railway Commissioners that where the business of a railway in Western Canada at any shipping point has averaged for the past three years not less than $15,000, of which $2,000 shall represent inward traffic, a suitable station shall be erected. The figures given in our previous issue were $15,000,000 and $2,000,000.

COMPANY LAW IN BRITISH COLUMBIA

The Status of Extra-Provincial Corporations, and the Regulations Applicable to the Licensing of Such Corporations as Defined by the New Companies Act—1910.

THE Legislature of British Columbia, at the session just closed passed a new Companies Act, revising and consolidating the Companies Act of 1897 and amendments thereto. In view of the widespread uncertainty, particularly in Eastern Canada, as to the status of extra-provincial companies doing business in that Province, and the procedure to be complied with in order to legalize such business as might there be transacted, INDUSTRIAL CANADA has deemed it advisable to quote in full, with running comments, those sections of the Act dealing with this matter.

They are embraced in Part VI. of the Act, which is entitled "Licensing and Registration of Extra-Provincial Companies."

The clauses relating exclusively to the registration of outside companies are omitted, as being of little interest to the average reader. Just what constitutes the difference between licensing and registering it is unnecessary to explain, beyond stating (1) that registration is apparently compulsory upon companies incorporated under laws other than those of Great Britain and Ireland, the Dominion of Canada or any Province of Canada, and (2) that so far as Canadian companies are concerned, registration is essential only for those whose stock is to be offered for sale in British Columbia. The annual and special returns necessary in the case of registered companies are somewhat elaborate and exacting, and while the cost of registration is no higher than the cost of licensing, it carries with it responsibilities which most companies will naturally desire to avoid.

139. "Every extra-provincial company having gain for "its purpose and object within the scope of this Act is here- "by required to be licensed or registered under this or some "former Act, and no company, firm, broker or other person "shall, as the representative or agent of or acting in any "other capacity for any such extra-provincial company, carry "on any of the business of an extra-provincial company "within this Province until such extra-provincial company "shall have been licensed or registered as aforesaid."

The Bill as originally introduced made an exception in favor of business done through commercial travellers, but this clause was stricken out in committee with the result that for the future as in the past practically every extra-provincial company doing business in British Columbia, unless it be by correspondence only, is required to be licensed.

140. "The Registrar may for good cause shown dispense "with the filing by an extra-provincial company, proceed- "ing to obtain a license or registration under the provis- "ions of this Part, of one or more of the documents which "compose its charter and regulations, and may allow to be "substituted therefor a list of the documents so dispensed "with, accompanied by a statement of the reasons for dis- "pensing with the originals, and (if he so require) by such "memorandum of the contents of such originals as he may "deem sufficient."

141. "Any extra-provincial company licensed or regis- "tered under this Part may sue and be sued in its corporate "name, and, if authorized so to do by its charter and regu- "lations, may acquire and hold lands in British Columbia by "gift, purchase, or as mortgagees or otherwise, as fully and "freely as private individuals, and may sell, lease, mortgage "or otherwise alienate the same."

Sections 142-145 refer to Registered Companies.

146. "In case of any suit or other proceeding being commenced by an extra-provincial company against any "person or corporation residing or carrying on business in "this Province, such extra-provincial company shall furnish "security for costs, if demanded."

Section 147 deals with Chinese and Japanese Companies.

148. "The Lieutenant-Governor in Council may, by an "Order in Council, to be published in three consecutive issues "of the *Gazette*, suspend or revoke and make null and void "any license granted or any registration effected, under this "Part, to any Company which refuses or fails to keep a "duly appointed attorney within the Province, or to comply "with any of the provisions of this Part, and notwithstand- "ing such suspension or revocation, the rights of creditors "of the company shall remain as at the time of such sus- "pension or revocation."

Section 149 relates to Registered Companies.

Sections 150-152 deal with Insurance Companies.

153. "Any extra-provincial company duly incorporated "under the laws of—

(*a*) Great Britain and Ireland.
(*b*) The Dominion of Canada.
(*c*) The former Province of Canada.
(*d*) Any of the Provinces of the Dominion of Canada; and
(*e*) An insurance company.

"duly authorized by its charter and regulations to carry out "or effect any of the purposes or objects to which the legis- "lative authority of the Legislature of British Columbia "extends, may obtain a license from the Registrar authoriz- "ing it to carry on business within this Province on com- "pliance with the provisions of this Act, and on payment "to the Registrar in respect of the several matters men- "tioned in the table marked B in the First Schedule hereto "the several fees therein specified, and shall, subject to the "provisions of the charter and regulations of the company, "and to the terms of the license, thereupon have the same "powers and privileges in this Province as if incorporated "under this Act."

154. "Before the issue of a license to any such extra- "provincial company, the company shall file in the office of "the Registrar—

(*a*) "A true copy of the charter and regulations of the "company, verified in manner satisfactory to the Registrar, "and showing that the company by its charter has authority "to carry on business in the Province of British Columbia; "and if any instrument included in the aforesaid is not "written in the English language, a notarially certified trans- "lation thereof;

(*b*) "An affidavit or statutory declaration that the com- "pany is still in existence and legally authorized to transact "business under its charter;

(*d*) "A duly executed power of attorney, under its com- "mon seal, empowering some person therein named, and "residing in the city or place where the head office of the "company in this Province is situate, to act as its attorney "and to sue and be sued, plead or to be impleaded in any

"Court, and generally on behalf of such company and within "the Province to accept service of process and to receive "all lawful notices, and to do all acts and to execute all "deeds and other instruments relating to the matters with- "in the scope of the power of attorney; and of the company "to give to its attorney; and such company may from time "to time, by a new or other power of attorney executed and "filed as aforesaid, appoint another attorney within the "Province for the purposes aforesaid to replace the attorney "formerly appointed. The power of attorney may be accord- "ing to a form approved of and provided by the Registrar."

(*e*) "Notice of the place where the head office without "the Province is situate."

(*f*) "Notice of the city, town, district or county in Brit- "ish Columbia where the head office of the company is pro- "posed to be situate."

(*g*) "The amount of the capital of the company."

(*h*) "The number of shares into which it is divided."

155. "The license shall set forth:—

(*a*) "The corporate name of the company.

(*b*) "The place where the head office of the company is "situate.

(*c*) "The place where the head office of the company in this "Province is situate.

(*d*) "The name, address and occupation of the attorney of "the company.

(*e*) "The amount of the capital of the company.

(*f*) "The number of shares into which it is divided; and "such certificate, together with a statement by the Registrar of "the objects for which the company has been established and "licensed, shall be published at the expense of the company for "four weeks,

(*g*) "In the *Gazette*,

(*h*) "In one newspaper published or circulating in the place "where the head office of the company in this Province is "situate,

(*i*) "In one newspaper published or circulating in the dis- "trict or locality where the company proposes to carry on "business; and such license shall be conclusive evidence of "compliance with all the requirements of this Act.

"Notice of the appointment of a new attorney, or of the "company ceasing to carry on business in this Province, shall "likewise be published for the time and in manner aforesaid."

156. "The license or a copy thereof certified under the "hand and seal of the Registrar, or a copy of the *Gazette* con- "taining such license, shall be sufficient evidence in any pro- "ceeding in any Court in this Province of the due licensing "of the company aforesaid."

157. "If the power of attorney hereinbefore prescribed "becomes invalid or ineffectual from any reason, or if other "service cannot readily be effected, the Court or Judge may "order substitutional service of any process or proceeding upon "the company to be made by such publication as is deemed "requisite to be made in the premises, for at least three weeks "in at least one newspaper; and such publication shall be held "to be due service upon the company of such process or pro- "ceeding."

Section 158 deals with special and limited licenses applicable to companies desiring to hold and alienate land, and sections 159 to 165 deal with registered companies.

166. "If any extra-provincial company shall, without being "licensed or registered pursuant to this Part, carry on in the "Province of British Columbia any part of its business, such "extra-provincial company shall be liable to a penalty of fifty "dollars for every day upon which it so carries on business, "and so long as it remains unlicensed or unregistered under "this Act it shall not be capable of maintaining any action, "suit or other proceeding in any Court in British Columbia "in respect of any contract made in whole or in part within "this Province in the course of or in connection with its "business, contrary to the requirements of this Part:

"Provided, however, that upon the granting or restoration "of the license or the issuance or restoration of the certificate "of registration or the removal of any suspension of either "the license or the certificate, any action, suit or other pro- "ceeding may be maintained as if such license or certificate "had been granted or restored or such suspension removed "before the institution of any such action, suit or other pro- "ceedings."

It seems doubtful if the Government could impose upon and collect from an unlicensed extra-provincial corporation to which it concedes no legal status, the fine above stipulated, but it might easily make it a condition before granting a license that all fines must be paid up. These fines the Lieutenant-Governor-in-Council has authority to remit in whole or in part, as per section 169.

Whether or not it is the intention of the Government to pursue such a policy remains to be seen; the probability is they will have to take some such step to enforce compliance with the Act as otherwise there would be no inducement for extra-provincial companies to license until they had occasion to use the Provincial courts to enforce the payment of a debt, in which case they could apply for a license and have it relate back and validate the transactions which had in reality been illegal under the Act. It would seem as if the only effective way to put a stop to such evasions of the law would be to penalize all extra-provincial companies under this section when making application for their license.

167. "No extra-provincial company shall be capable of "acquiring or holding lands or any interest therein in British "Columbia, or registering any title thereto under the Land "Registry Act, unless duly licensed or registered under this "Act.

"Provided, however, that the granting of a license or cer- "tificate of registration shall operate as a removal of any "disability under this section."

168. "If any company, firm, broker or other person acting "as the agent or representative of or in any other capacity "for an extra-provincial company not licensed or registered "under this Act shall carry on any of its business contrary "to the requirements of this Part, such company, firm, broker, "agent or other person shall be liable to a penalty of twenty "dollars for every day it, he or they shall so carry on such "business."

Under this clause commercial travellers doing business in British Columbia for unlicensed extra-provincial companies are liable to and probably will be fined.

169. "The Lieutenant-Governor in Council may, when or "after a license has been granted or a certificate issued, remit "in whole or part any penalty incurred under this Act by the "company receiving the license or the certificate, or by any "representative or agent thereof, and may also remit in whole "or part the costs of any action or proceeding commenced "for the recovery of any such penalty, and thereupon the "whole or such part of the costs, as the case may be, shall not "be recoverable."

170. "The penalties imposed by this Part shall be recover- "able only by action at the suit of or brought with the "written consent of the Attorney-General of British Columbia, "and any action or proceeding to recover any such penalty "shall be commenced within six months after the liability for "such penalty has been incurred, and not afterwards."

The fees to be paid to the Registrar of Joint Stock Companies, as per Table B in the first schedule of the Act, are set forth below.

It will be noted that these are initial fees only, there being apparently no provision calling for an annual payment unless it be a fee of $1.00 for the registering or filing of any docu-

ment required or authorized to be registered or filed other than the memorandum of association.

1. For licensing a company whose nominal capital does not exceed $10,000, a fee of $25.00
2. For licensing a company whose nominal capital exceeds $10,000, the above fee of $25 with the following additional fees:
   For every $5,000 of nominal capital, or part of $5,000 after the first $10,000 up to $25,000.. $5.00
   For every $5,000 of nominal capital, or part of $5,000 after the first $25,000 up to $500,000. $2.50
   For every $5,000 of nominal capital, or part of $5,000 after the first $500,000..... $1.25

In the case of an extra-provincial trading or business company which proves to the satisfaction of the Registrar that it is actually carrying on an established business beyond the Province in which at least fifty per cent. of its capital is invested, there shall be accepted in commutation of the fees prescribed in the preceding item a fee of two hundred and fifty dollars.

This Act comes into force on July 1st next. Until then licenses may be taken out under the present Act, which is to all intents and purposes the same, omitting the proviso appended to Section 166.

It is perhaps unnecessary to add that individuals and partnerships are not affected by this legislation. It applies to joint stock companies only.

USE OF UNITED STATES CANALS.

New York State Canals Have Been Declared Free to Canadian Vessels.

IF Canadian vessels have the right to navigate the canals of the United States without restraint, they have shown a great lack of appreciation of that privilege. For forty years no boat of Canadian register has passed through a State canal. By the Treaty of Washington, passed in 1871, the boundary waterways were made free to both nations, as were also the canals forming a part of the Great Lakes and St. Lawrence waterway. It was further provided that the United States Government would urge on the individual States the desirability of granting similar freedom in the canals owned by them. For the satisfactory fulfillment of the Treaty it was necessary for the Federal Government at Washington to take over the canal at Sault Ste Marie from the State of Michigan.

The only record of a Canadian boat being stopped on a State canal is told by Mr. Denis Murphy in the following words:

"About the year 1870 or 1871 the late firm of J. W. McRae & Company built six small barges called the A. B. C. D. E. and F. with the intention of running them through to New York with lumber, and having them returned with cargoes of coal. The first trip they were stopped at Whitehall, and after considerable correspondence and much delay to the barges, they were allowed to proceed with the understanding that in the future they would not be allowed further than Whitehall. These barges loaded coal in New York and came back to Ottawa and were kept in the trade here."

"About this time the forwarders here found this class of barge too small for the trade, and the larger barges were built. These barges were too large to go through the Champlain Canal, so that there was never any further trouble from that source. I might state that this one occasion is the only time I know of Canadian vessels being stopped at any of the United States canals."

It now seems probable that on account of this one incident a tradition has grown up in Canada that the New York State canals are not open to Canadian vessels. Mr. Geo. H. Perley, M.P., is responsible for investigations which put a new face on the matter. Mr. Perley has discussed the question with the Hon. J. G. Foster, United States Consul-General in Canada, and has received from him the following assurance:

"The present constitution of the State of New York was adopted November 6, 1894, and went into force January 1, 1895. Since the adoption of this constitution it is my understanding that the canals have been absolutely free to vessels of all nations."

It is provided by article 97 of this same constitution that:

"No tolls shall hereafter be imposed on persons or property transported on the canals, but all boats navigating the canals and the owners and masters thereof shall be subject to such laws and regulations as have been, or may hereafter be enacted, concerning the navigation of canals."

By the constitution of the State of New York the control and operation of the canals rests with the Superintendent of Public Works. This officer, who should be thoroughly conversant with the conditions and restrictions enforced by the Government, has written in part as follows:

"I beg to say that there has never been any discrimination either by the rules for the management of the canal, or by statutes, against Canadian owned boats, nor is there at the present time."

"Section 172 of chapter 13, laws of 1909, known as the Canal Law, prescribes rules for the registration of canal boats. This section, after providing that the owner of boats navigating the canals shall deliver to properly designated officials a certificate of registry, containing the name of the boat and the hailing point, provides that such registry shall be signed by the owner, if a resident of this State; if not, by the the master of the boat as owner thereof."

It would appear, therefore, beyond question of doubt, that the State owned canals in New York are open to Canadian shipping.

GIVE A PERSONAL PREFERENCE.

A Writer in "Standard of Empire" Urges the Buying of Goods Produced Within the Empire.

A WRITER in "The Standard of Empire" calls upon the people of Great Britain to anticipate the adoption of a scheme of imperial preference by giving a Personal Preference to goods produced within the Empire. This is a development of the policy advocated consistently by the Canadian Manufacturers Association, that is to buy as far as possible, goods made in Canada, and for the rest to buy within the Empire. This sentimental preference, the desire to see other members of the family succeed and prosper, has not been without effect. The average Canadian would prefer to buy the products of Australian, English or South African labor to those of foreign production. The principle advocated by the C. M. A. is in line with public opinion. How to crystallize that public opinion into concrete action has always been the question.

We now find the Mother country being urged to adopt the same attitude. After discussing the question of colonization, the writer says:

"But the commercial aspect, the plain question of trade, upon which, when all is said and done, unity must be based if unity is to endure; that is the main thing. And here there is no need to wait with folded arms for the arrival of the cumbrous legislative coach and four. Canada would need to make no treaties with foreign lands, and Anglo-Canadian trade would rise like a river in spring, if the general public, the man in the street, and his wife, would do their part at once. Let business men in Great Britain think of that; let them ponder it; and let them act upon it. What is said here of Britain and Canada may be said with equal truth of Britain and Greater Britain as a whole.

"To touch in detail upon the different lines of commerce between Canada and the Mother country is, of course, impossible in this place. A hint should suffice. Let the business man who reads these lines examine the desk or table at which he sits in his office, the chair before it, the letter-filing cabinet, and the rest of his office furniture. Whence came these things? Whose hands made them, and whose business was helped by their purchase?

"If the answer is England and Englishmen, well and good; pass on to other matters. But in something over fifty per cent. of cases it will be found that the furniture was made in the United States, Austria, or some other land outside the Empire. Now, inquiry made at the High Commissioner's office in Victoria street, or to the Canadian Manufacturers Association in Toronto, Canada, will reveal the undoubted fact that the best office furniture in the world (the most scientifically up-to-date, handsome and durable furniture) is made to-day by British hands in the British land which has been waiting for years for some response to its generous preference to the Mother country—Canada.

"There is a sound opening here for the immediate introduction of personal preference.

"All business men use office furniture. All business men's wives buy cheddar cheese. (The name refers now to a type of commodity, not to the place of its manufacture). Of the total amount purchased in Britain only a fraction is made in Britain. Many tons of it come from the United States and other foreign lands. It is a proven and admitted fact that of all this imported cheese the kind that is best and most similar to the best English cheddar is Canadian cheddar. With patriotism (but without sacrifice) the British business man's wife may materially lessen the dangers of delay in this direction.

"There is a sound opening here for the immediate introduction of personal preference.

"Great Britain imports a large amount of agricultural implements and machinery from the United States. Australia, and some other British lands, have already discovered that there is not a single article in the long list of United States-made agricultural implements that is not made at least equally well by Canadian hands in the workshops of Canadian firms. As a result of the discovery New Zealand is now importing agricultural implements from Canada. But of course, New Zealand has established legislative preference. Still, pending legislative preference in Britain, could not the British farmer, when he contemplates buying an American agricultural machine or implement, drop a line of inquiry first, to the Canadian Manufacturers Association, Toronto? He would receive some highly interesting information by return mail.

"There is a sound opening here for the immediate introduction of personal preference.

"A little practical patriotism," concludes the writer "will prove more valuable than a lot of theorizing and speechifying."

VALUE OF SHIPPING SUBVENTIONS.

What State Assistance to Ship Building and Shipping Have Accomplished in Japan.

KIPLING'S picturesque lines, "East is East and West is West, and never the twain shall meet," however true they may be from a political or national standpoint, geographically are losing their significance. The East and the West are coming close together and as a proof of this a glance at Japan's shipping during the past ten or fifteen years is illuminating. It marks the multiplication of trade routes and the increase in traffic between the Far Eastern Empire and Europe and America.

Our interest in Japan's birth as a maritime people, however, does not rest so much on the new problems of transportation which the rivalry of a keen and aggressive nation introduces, nor on the political problems to which the introduction of the East to the West has given rise. Important as these are their discussion is for other pages than these. What concerns us now is the policy under which such a great development has taken place; for an investigation of that policy and a proper analysis of it may help us here in Canada in accomplishing a revival of our shipping such as is greatly to be desired.

As late as 1894 out of 84 steamers of more than 1,000 tons owned in Japan only one had been built at home. In the one year of 1908, the last year for which there is a record, there was a tonnage of 78,498 built in Japan, and for the thirteen years from 1896 to 1908 there was an aggregate new tonnage of 545,763 constructed. The development indicated by these figures was the result of a Subsidies Act passed in 1896. Subsidies have been paid both for shipbuilding and for navigation and the act of 1896 does not come to an end till 1914, so that for ships built prior to this year the existing scale of subsidies will continue. On January 1 a new act went into force which it is believed will still further develop the national shipping. The chief change from the previous enactment is in the way of granting greater subventions to shipbuilding and less to navigation. Shipbuilders will receive bounties of from six to twelve dollars per ton of gross measurement upon all steel ships of not less than 1,000 tons gross, with an additional bounty upon the engines of $2.50 per indicated horse power.

The policy is worked out on large and comprehensive lines. Japan desires not only to build ships but to develop a large carrying trade. The new law aims at the maintenance of certain specified trade routes on the one hand and the encouragement of a speedier and larger type of vessel on the other. No navigation subsidies wil be paid to ships of less than 3,000 tons gross or less than 12 knots speed. An age limit is also fixed. Ships built of steel in Japan and owned in Japan, of not less than 3,000 tons, 12 knots per hour speed, and not more than five years old, are to be subsidized at a rate not exceeding 50 sen—that is, half a yen, or about 25 cents—per ton per 1,000 nautical miles run. For every knot of speed above 12 per hour there is to be a bonus of 10 per cent. upon the base bounty. On the other hand, when a ship exceeds five years of age there will be a 5 per cent. reduction for every year until she is 15 years old, when the subsidy will be withdrawn. Besides this, the Minister of Communications is empowered to make reductions in the bounties paid to vessels which he considers are being operated upon undesirable routes or in trades which are so profitable that the full bounties may not be necessary. Also he may grant increased rates of bounty up to 25 per cent. upon the basis to ship owners who will run their vessels upon trade services which may not be profitable, but which are specially desirable for commercial or Imperial reasons.

INAUGURAL MEETING OF HAMILTON BRANCH

A Successful Banquet at which the Work of the Association was Discussed by the Officers and Heads of Departments. A Large Attendance.

A NEW branch of the Association was formally ushered into the family of the Canadian Manufacturers' Association on Friday, March 18th, at a most successful dinner held in the Waldorf Hotel, Hamilton. Ever since last years' convention the manufacturers of Hamilton have felt that they were big enough and numerous enough to set up for



MR. R. HOBSON
Chairman Hamilton Branch, C.M.A.

themselves. Some weeks ago the organization was completed, with Mr. R. Hobson as Chairman, Mr. Arthur F. Hatch, Vice-Chairman, and Mr. C. A. Murton, Secretary. The Branch consists of about one hundred and fifty members, and it will grow as the manufacturing activities of Hamilton grow.

That the inaugural dinner was a great success will be no surprise to those who have attended previous meetings. They have a way of making all such gatherings a success in Hamilton. One hundred and thirty partook of the goodly spread that was set before them, and having satisfied the demands of the inner man, listened to a series of good crisp speeches on the work of the Association.

Mr. Hobson presided. After the toast of the King was honored, Mr. W. H. Rowley, Vice-President of the Association, and Mr. J. S. McKinnon, Chairman of the Toronto Branch, replied to the toast of Our Guests. They spoke in an appreciative member of the new Hamilton Branch which had just come into being. Mr. Rowley devoted his attention particularly to the necessity of conserving the natural resources of the country, the minerals, the timber, the fisheries and the labor. Bituminous coal, he held, was the only one article upon which reciprocity with the United States would be mutually beneficial. The conservation which he stood for was one which would bring about a general development of the country. The speaker made a vigorous plea for a new policy of protection for Canada. The old system was worn out and moth eaten. A big man was needed to lead the people along.

Mr. McKinnon also spoke of Canada's need for protection to industries and the place of technical education in the industrial life of the country. His speech was well received.

The Heads of Departments then told of the work which was being done at the Head Office in the interests of members. Mr. G. M. Murray was the first speaker. He explained how strong an organization the Association was, when the capital represented by its members was considered. Sixty-eight per cent. of Canadian manufacturing industries, when looked at from that standpoint, were included in its list. There was great room for development, however. It was important that when the Association's officials approached the Government, they should be able to say that they represented not only a majority of manufacturers, but ninety per cent. of them, or even a hundred per cent. Mr. Murray sketched a few of the measures in which the Association had exercised an influence. In Manitoba a satisfactory Workmen's Compensation Act had been passed. The Extra-Provincial Companies Acts of British Columbia had been modified. A strong case had been made



MR. C. A. MURTON
Secretary Hamilton Branch, C.M.A.

out against the eight-hour day bill at Ottawa. Insurance legislation had been greatly improved. This work was possible because there was the machinery of the Canadian Manufacturers Association always ready to be set in motion. The railways were immensely powerful corporations, controlling a commodity, transportation, which was necessary to every manufacturer. No single man or firm could fight them. Union and organization among the manufacturers were necessary for a fair service at a reasonable cost. He hoped that a con-

siderable number of the recalcitrants would be gathered into the fold during the present year.

Mr. Heaton, Manager of the Insurance Department, was the next speaker. He gave a short sketch of the progress of his department since its inception five years ago. The establishment of the mutual companies had accomplished an immense saving in premiums to manufacturers, not only in the business which was carried directly by these companies, but also in the general business carried by the stock companies, because to meet the competition of the former the latter had



MR. G. M. MURRAY
General Secretary, C.M.A.



MR. E. P. HEATON
Manager Insurance Department.

made reductions all along the line. Mr. Heaton also referred to the work of the department in examining policies and assisting manufacturers in the installation of sprinkler systems.

Mr. J. E. Walsh, Manager of the Railway and Transportation Department, pointed out the benefits which had accrued to shippers through concessions which had been secured from the railways as a result of the work of his department. The interswitching ruling had in itself brought about a saving of many thousands of dollars. The new classification had also worked out largely to the benefit of shippers. By far the most important work of the department during the past year had been the adoption of a new Bill of Lading. This had been accomplished after long and hard work on the part of a special committee and had practically revolutionized the conditions under which freight was shipped. Other questions were touched on by Mr. Walsh in his brief address.

The United States tariff question was discussed by Mr. R. W. Breadner, Manager of the Tariff Department. His exposition of the meaning of the Payne Tariff was followed with keen interest. His advocacy for a stand-pat policy for Canada met with unanimous approval. We will not attempt to summarize his argument as it is contained in full in the state-



MR. J. E. WALSH
Manager Transportation Department.



MR. R. W. BREADNER
Manager Tariff Department.

ment issued by the Tariff Committee and included in the Executive Council proceedings, which have already been distributed.

A standing vote was taken commending the Government for the firm stand they were taking in the negotiations and urging upon them the necessity of maintaining the present tariff.

During the evening songs were sung by Messrs. Harold Hamilton, A. C. McMillan, Arthur Garthwaite and Geo. W. Butt, to whom the banquetters were much indebted for the success of the proceedings.

REPORT ON HOURS OF LABOR.

AN admirable report has been issued by the Commission on Hours of Labor, appointed by the Nova Scotia Legislature in 1908, and consisting of Messrs. Robert Magill, Professor in Dalhousie University; Henry Macdonald, and D. W. Robb. The investigations of the board covered a wide field and the conclusions to which they have come will be considered with the utmost attention by all who are interested in this subject.

The Commission on its appointment was instructed to inquire into and report upon the economic effect of a limit to a working day for the workmen employed in the various industries in Nova Scotia, with special reference to the effect of such limitation upon the following matters: (a) production; (b) wages; (c) employment; (d) export trade; (e) Canadian industries.

It is but justice to say that the subject was approached from every possible view point and with an open-mindedness which is in every way commendable. Supporters of the movement did so on humanitarian grounds. The effect on economic conditions was doubtful in the minds of these, some holding that there would be no diminution in output; others admitting that there would, but holding that this would result in a greater employment of labor and would solve the unemployed question. The difficulty of producing satisfactory legislation to govern the hours of labor was admitted by those who advocated the shorter day. All recognized that some industries could not endure any curtailment of employment. It would be necessary to have a separate Commission investigate every line of industry and decide which should be subjected to limitation, a proposition which is manifestly impracticable.

Strong arguments were adduced by those opposed to a limitation of the hours of labor on the general grounds of the economic loss, the objectionable interference of the Government in private contracts and the impossibility of making such a law generally applicable.

Referring the general arguments to local conditions, the Commissioners found that employers were opposed to a statutory eight-hour day in Nova Scotia because their competitors would not be subjected to a like restriction; because the increased cost of production could not, for that reason, be put upon prices, because profits could not afford it, and because wages would have to be reduced or the industries seriously injured. Manufacturers, it was pointed out, would refuse to establish plants in Nova Scotia under such circumstances if they could go to a neighboring Province and not be subjected to such restrictions.

Workmen gave evidence for and against the eight-hour day. It was generally recognized that production would be less in eight hours than in ten; how this would affect the workmen of Nova Scotia was in doubt. Striking testimony was given by men from two companies who stated definitely that they could not do as much work in eight hours as in ten and that they did not want an eight-hour day if it would reduce their wages.

The conclusion arrived at by the Commission in regard to factory and general labor was as follows:

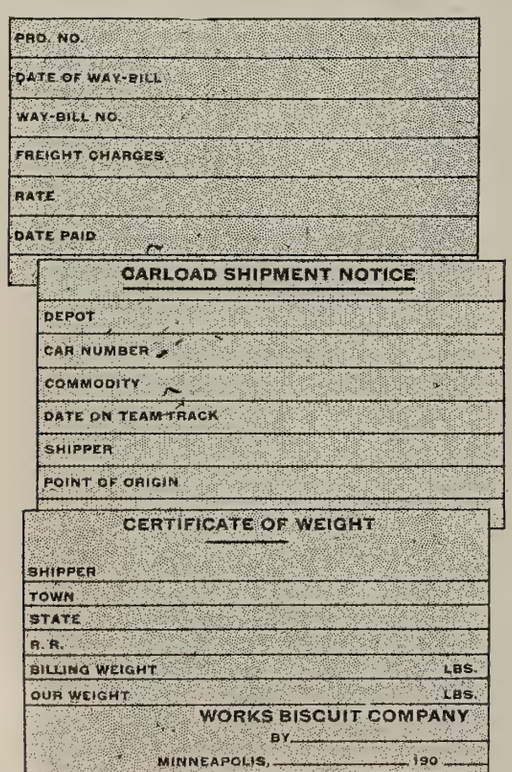
"A general and compulsory Provincial eight-hour law would be at present a fatal blow to the industrial prospects of Nova Scotia. Such industries as fishing, farming and lumbering are not suitable for such legislation, and this applies also to dock and wharf labor and to shipping. The manufacturing industries would be put, by a merely provincial law, under a great disadvantage in competing with those of the other Provinces. An eight-hour law for any industry should be applicable to all the competing firms in that industry, but this condition could not be secured by a provincial law."

MAKING FREIGHT MOVE QUICKLY

A System for Checking Up Freight Shipments, Minimising the Time of Transference from Manufacturer and Consumer and Obviating Losses. From "System."

THERE is no one part in the machinery of a manufacturing and wholesaling concern which requires a more efficient system than the traffic department. The railroad is the connecting link between the manufacturer and the consumer, upon which both are dependent and to which both are constantly looking for the best possible service. Any means, therefore, which the shipper can employ to accelerate the movement of his goods and establish better working relations with the carrier, will prove most valuable in his business To this end a system which deals with every kind of traffic transaction has been developed in the plant of a well-known manufacturer of the middle West.

One particularly important phase of traffic department work, especially if the shipper prepays most of the out freight, is the checking and approving of express bills. A standard



FORM I (back card): The record which is kept on back of each bill of lading to serve as ready reference in checking expense. FORM II (front card): The certificate of weight slip which is sent by the house to the railroad with the freight bill for correction. FORM III (middle card): The record, made out in triplicate, which serves as a check on the teams hauling freight from any particular car.

bill of lading is employed of consecutively numbered forms, and after the number of packages and the weights have been checked from these bills of lading against the expense bills, a record is obtained which enables the shipper to tell at a glance upon the presentation of any expense bill, whether or not it has been paid.

This record is obtained in the following manner: The bills of lading are all filed according to their number in a cabinet file. Upon the back of each one appears the stamp (Form 1), giving the Pro. number of the expense bill, way-bill date, way-bill number, amount of freight charges, rate, and date on which the bill was paid. This record is of great benefit, as when railroad companies bring in expense bills for payment seven or eight months after date of shipment, it saves the labor of hunting up the original expense bill in the files. From the reference given the railroad is able to locate the bill on its own records without difficulty and the matter may be settled up quickly and satisfactorily.

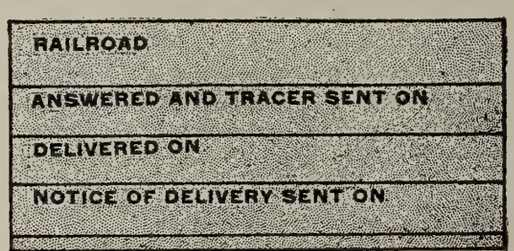
After these records have been copied on the backs of the bills of lading, the rates are checked. The regular railroad tariff sheets, bound in a standard tariff holder, are employed for this purpose. Thus the tariffs are always up-to-date, which would be impossible if rate guides were used.

By means of the amendments, any rates appearing in the tariffs may be corrected, while otherwise the shipper would be forced to wait until the new guide was published, or to depend upon notations for changes or corrections, which frequently become misplaced. The railroads themselves advocate the use of the standard tariffs and are very glad to keep any one who so desires upon their mailing list and furnish the various amendments or corrected tariffs as they are issued.

While this method fully checks up the expense bills for out-freight, the in-freight bills must be given the same consideration, and the first step in this direction is the use of the "Pro. Book," similar to the ones in use at the various local freight offices. This simplifies the clerical work.

How the "Pro-Book" Is Arranged for Best Results.

This book is divided into four columns, the first of which is headed "Pro. No.," the second "Date of Pro.," the third,



FORM III: Stamp used in stamping the customer's letter to show that the tracer has been sent out.

"Date Paid," and the fourth, "Amount." By entering this information, the same check is obtained upon the in-freight bills as on the out. As there are no two "Pros." alike on the same road, by dividing the book up with so many pages for each road with which business is transacted a perfect record is assured. The weights of the in-freight bills are verified in the receiving room and the receiving clerk stamps his "Weight O.K.," with his signature, upon all freight bills which weigh up correctly upon the receiving room scales. In case the scale weight disagrees with the railroad weight, the receiving clerk fills out the certificate of weight (Form 2) and the bill is returned to the railroad for correction.

All bills returned for correction, whether in weight or rate, are entered in a book of errors kept specially for that purpose. This book bears headings for date of Pro. town, state, correct rate or freight, given rate or freight, Pro. No., incorrect extension, correct extension, and difference. At the end of each month, the amounts indicated as saved on this record are totalled and made a part of the department report. All shipments of out-freight are weighed by the shipping department, and in case of a disagreement upon the expense bill, the same system of weight correction is employed.

How Carload Shipments are Handled Systematically.

All paid expense bills are filed in current files, one for each month, sub-divided according to road and date paid, and at the end of the year are transferred in that form to the permanent files.

LOSS AND DAMAGE
OVERCHARGE
OUR CLAIM NO. _____
MINNEAPOLIS, MINN. _____ 190 _____
THE _____ RAILROAD COMPANY
TO
_____ DEBTOR
FOR { LOSS AND DAMAGE / OVERCHARGE } ON SHIPMENT { FROM _____ / TO _____ }
WAY-BILL NO. _____ PRO. NO. _____
DATE OF WAY-BILL _____ DATE OF PRO. _____
CONSIGNED BY _____ CONSIGNED TO _____
PAPERS ATTACHED _____

FORM I: The claim invoice which is made out when any claim from a customer is presented and found to be just; all information necessary to secure a settlement is included on the invoice.

In the event of carload shipments a special system of notification is used. The first step taken upon notification by the railroad company of the arrival of a car is to enter such notice in the car record proper, which contains headings for the following entries: Initial, No., depot, contents, date received, date emptied, demurrage. After this information is entered, the team track book must be filled in; entries in this second record are as follows: Car No., from (city or state), notice given on team track, commodity, railroad.

This record acts as a check upon the teams which do the hauling of in-freight, as it shows the exact date on which notice was served to haul the particular car in question and, in case of any delay, the blame can be brought down to the individual. The notices served are as shown in Form 3 and are made out in triplicate, one copy going to the clerk having charge of the teams, one to the receiving clerk, and one to the superintendent of the factory.

The receiving clerk also receives the bill of lading covering the car, and all contents which are brought in the house. He stamps on the face of this bill the date on which the last load was hauled in, and returns it to the traffic department, after which it is placed in a file, running current for each month. After the carload expense bills have been paid, they are entered in a record for paid carload bills only, having the following headings: Railroad, shipper and origin of shipment, description, Pro. No., date paid, way-bill number, car

MINNEAPOLIS, MINN., _____ 190 ___
_____ AGENT
_____ R. R.
DEAR SIR:
HEREWITH FIND COPY OF BILL OF LADING COVERING SHIPMENT TO _____ NOT YET RECEIVED BY CONSIGNEE.
KINDLY TRACE, SHOW DELIVERY AND OBLIGE.
YOURS VERY TRULY,
WORKS BISCUIT COMPANY

FORM II: The first tracer form letter sent to the railway agent by the firm on receipt of a customer's complaint that a shipment has not arrived.

number, date of way-bill, and amount. This record is checked up monthly with the cashier's purchase record and serves as a safety check upon the latter.

All paid freight bills, in, out and carload, are entered into a general freight record, which bears headings for the date paid, railroad, addresses of such consignors, amounts of freight bills, and distribution, such as raw material, packages, our product, other merchandise, and so on. In entering the shipments of out-freight in this record they are bunched together and entered with the name of the railroad and date paid, under the heading of freight prepaid. Shipments of returned packages, which customers return at the company's expense for credit, are also entered as freight prepaid. At the end of each month, this record is balanced and its totals must agree with the amount of freight checks issued by the cashier, as shown upon his check record.

A second instalment will describe the follow-up and tracing methods of this system.

An Efficient System.

A great many goods for use in manufacturing are purchased from other cities and are bought both in carload and smaller lots. At times these must be rushed in over the fastest freight service obtainable. To this end, an alphabetical route list of in-freight is employed, giving the fastest freight service from each city in whch supples are purchased. In this list is a thorough routing from each point, and also a differential lines routing, for use in case there is no especial need of haste on the shipment in question. This list is used whenever a requisition is placed for material of any kind, and a copy of it is kept on file here. In this way we are always kept posted beforehand, as to jus what road the shipment will move forward over and also as to what time to expect its arrival in. This list is revised every month, changes and corrections being made by means of test shipments.

MINNEAPOLIS, MINN. _____ 190 _____
_____
_____
GENTLEMEN:
REPLYING TO YOURS OF THE _____ INST., BEG TO SAY WE HAVE THIS DAY STARTED TRACER OVER THE _____ RAILWAY, AND TRUST YOUR SHIPMENT WILL COME TO HAND SHORTLY. IN CASE IT DOES NOT, KINDLY ADVISE AND WE WILL TAKE THE MATTER UP FURTHER WITH YOU.
VERY TRULY YOURS,
WORKS BISCUIT COMPANY

FORM IV: The acknowledgement in the shape of a form letter which is sent to the customer as notification tracing has begun.

In the matter of correspondence, the system popular with many railroads is used, with a separate file for each department of work, and each letter of that particular file bearing an individual number. These files comprise a "Correspondence in General" file, which runs monthly, and is numbered for each month, a "Tracers' Current Investigating" file, which, of course, is current all the year, a "Tracing Record Completed" file, in which the completed tracers are permanently filed away, and which runs monthly with numbers accordingly, a "Merchandise Bill of Lading" file, in which bills of lading on in-frreight shipments are filed prior to their arrival, and a "Town Index of Insufficiently Addressed In-freight Bills" file, this being a file for letters asking for information as to the full name and address of any consignor on shipments of in-freight, whose name and point of origin are not clearly given on the expense bill.

This file is kept through the year and is filed according to town. All the above files close with the end of the year and a new set is substituted.

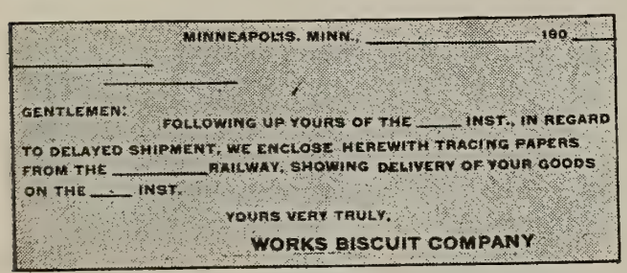
The claim department is always an important feature of the traffic business of any institution. Claims both for overcharge and for loss and damage may be handled by means of the following system: After the claim of a country customer has been received, investigated and found to be just, or when grounds have been discovered for a claim on in or out-freight shipments by the company itself, a claim invoice is made up (Form 1). The invoice is headed by claim number

and the words "Loss and Damage," or "Over-charge," according to its nature, after which follows date of the claim, railroad, consignee, consignor, way-bill number, date of way-bill, Pro. number and date of Pro. At the foot of the invoice is a heading for "Papers Attached," as it is customary to send in the paid expense bill, copy of original invoice, original bill of lading, and so on, with all claims for loss and damage, and this invoice is made out in duplicate, the original going to the freight claim agent of the railroad, while the carbon copy is retained in our files.

After this invoice has been properly filled in, it is entered in the claim record, a ledger containing upon one side the headings for the date of the claim, the railroad, the nature of the claim and the amount, after which there is a space for either "paid" or "withdrawn," the amount and date, and upon the opposite page headings for the name and address of the customer, the amount credited to the customers' account, and the ledger number and folio wherein his account is kept. This record is checked up every month with the ledgers of the bookkeeping department and is a permanent record of all claims filed by the company.

How a Claim Invoice is Made Up and a Record Copy Kept.

All claims contained in this record are numbered, and below the number of each claim is a space to fill in the railroad claim number. The claim-papers are kept in envelopes, bearing the number of the claim, the name and address of the


MINNEAPOLIS, MINN., _____ 190__

_____

_____

GENTLEMEN:

FOLLOWING UP YOURS OF THE ____ INST., IN REGARD TO DELAYED SHIPMENT, WE ENCLOSE HEREWITH TRACING PAPERS FROM THE _____ RAILWAY, SHOWING DELIVERY OF YOUR GOODS ON THE ____ INST.

YOURS VERY TRULY,

WORKS BISCUIT COMPANY

FORM V: The final letter which is sent to the customer to show that the tracing record has been completed.

party involved, the amount of the claim, the name of railroad and the railroad claim number. These envelopes are filed in standard cabinet files according to railroads, and upon payment of a claim, its envelope is stamped with the company's "Paid" stamp and filed away in the "Cancelled Claim" file. This file is kept according to date for each month. Every thirty days the unpaid claims on hand are gone over, and although some shippers and consignees favor using a printed form tracing letter, a courteous personal letter to the claim department or commercial office will often receive a great deal more prompt attention.

Although form letter are not serviceable in tracing claims, in the case of ordinary tracers on belated shipments they are of practicable value, and a set of three form letters is employed to cover the tracing branch of the department. Upon receipt of a complaint from a customer that a certain shipment has not yet come to hand, the first step is to take a copy of the bill of lading covering the shipment in question and attach it to the form letter (Form 2), which is then mailed to the local agent of the railroad. The customer's letter is then stamped with a stamp (Form 3), which gives a record of the railroad, date of answer to customer, after which this letter receives a number for the "Tracers' Current Investigating" file and is filed away. Next a form letter (Form 4) is sent to the customer, bearing the same file number as the customer's letter to us and the letter sent to the railroad agent.

After the railroad has shown delivery of the shipment in question all papers are attached to another form letter (Form 5), also bearing the file number, which in this case is the "Tracing Record Completed" filed. The customer's letter is then taken from the "Tracers' Current Investigating" file and placed in the "Tracing Record Completed" file. The date of delivery and date of notice of delivery are filled in, and the number of the new file entered on the top of the letter in place of the former number. In event of the railroad not replying promptly to the first request for a tracer, another copy of the same first form letter is mailed marked "Second Notice"—"First Notice Given on———," with the date.

Freight bills are paid weekly, except in cases in which an expense bill is to be used for a claim, when a special check is issued. The voucher check is employed, which also gives the same distribution as shown on the general freight record. When a large number of bills for out and in-freight are to be paid each week, listing them lessens time and labor in handling, and for this purpose the adding machine, which performs a double duty, may be used. All bills, however, should be carefully checked against the added list before checks are drawn. The routing of shipments of out-freight is taken care of by the shipping clerk. The traffic department is given the option of suggesting changes in the routing, but preference is given, of course, to any routing specified by the customer.

Such a system as that described in these two articles has been used effectively by one concern. By handling shipments systematically and following them up carefully, as is done by this method, customers are given better service and the company's business is naturally increased. When records are kept that will quickly trace all goods shipped and hurry them to their destination an important phase of the business is taken care of.

This system is adaptable to many businesses. Where a concern handles only a small business it may not be necessary to keep such a detailed record of the routine connected with this part of manufacturing. However, the necessity for closely following up all shipments to insure satisfaction to the customer is apparent and this system of records accomplishes the purpose. In making settlements the records as they are kept reduce errors in accounting and remove objections of customers.

HALF HEARTED BUSINESS METHODS.

Many of the Canadian firms take up the export trade in a hesitating and half-hearted manner; they desire the business but they do not wish to risk anything in obtaining it, writes Mr. H. R. Pousette in a recent issue of the *Trade and Commerce Reports*. When one considers that the people of Canada are at least as energetic as any other on the face of the globe, such timidity is hard to understand. The only explanation would seem to be that they are too new to export trade to have yet grasped its essential features.

Any firms desiring to compete in a new market should study the trade statistics which appear from time to time in the *Weekly Report*. If the demand for the article or articles manufactured by them merit their attention, they should closely investigate the local conditions governing the trade, such as customs duty, preference if any, c.i.f. prices, the particular kind of articles required, the methods of marking and packing, terms of payment, &c., &c.; all of this information can be obtained through the Government Trade Commissioner Service free of charge.

The City of St. John, N.B., has decided in favor of granting the request for concessions made by F. C. Durant, Philadelphia, on behalf of the Atlantic Sugar Refining Co. The company undertake to spend $2,000,000 on a plant.

THE LUMBER INDUSTRY OF BRITISH COLUMBIA

Of More Importance Than Either the Mines or Fisheries of British Columbia is its Lumbering. The Size of the Trees and the Conditions of Cutting Call for Immense Investment of Capital and Exercise of Ingenuity.

OF some significance are the mighty timbers that grow in British Columbia. From the waterways of Eastern Canada, over the boundless prairies of the middle West and beyond the Rockies, one gets familiar with the greatness of nature. There is no depreciation of interest when the Pacific Province is reached, for there Nature reveals herself in varying aspects of grandeur. Valuable, however, as the minerals and fisheries are, the forest wealth outsteps all others in importance. In the forests of Vancouver Island and the coast of the mainland are found the choicest trees on the continent, growing in great abundance. In the succeeding pages are shown some views of the lumbering industries of British Columbia, from the felling of the trees to the sawing of them into merchantable lumber.

Chief among the trees which have made British Columbia famous are the Douglas firs. These giants of the forest are the staple lumber of commerce. From them are cut spars 120 feet in length. They are perfectly erect specimens of the forest's products. Cedars are present in large quantities and grow to immense size, some of them being eighteen feet in diameter. They lend themselves particularly well to coloring and so are used extensively in interior finishings. For this purpose they are unsurpassed. It is from these cedars that British Columbia shingles are made. White spruce comes next in value and is widely used for the manufacture of doors, boxes, and many other products of the planing mill. White spruce is particularly suitable for pulp making. No doubt in the future it will be very extensively used in this industry. Of the other varieties of trees the most important are hemlock, maple, alder and oak.

Where the Trees Grow.

As has been indicated before, the chief sources of supply are Vancouver Island and the mainland along the coast. It is noticeable that the farther north one goes the smaller is the growth of the trees. For three hundred miles north of the forty-ninth parallel the growth is good. Beyond that it dwindles down till at the Alaska boundary it is worthless except for fire purposes.

Lumbering in British Columbia is an expensive operation, requiring the investment of large capital, and so far without showing consistently good returns. There is practically no snow, so that different means have to be employed for getting the logs down to the water than are in operation in Eastern Canada or the United States. Skidways have to be constructed at considerable cost, and even these are proving inadequate, as the timber to be cut is receding farther from the water year by year. At first the logs were hauled by teams of twenty oxen. Later horses were substituted on this work. To make progress possible at all, well built roads had to be provided, making the cost of lumbering exceedingly burdensome.

New Methods of Logging.

More recently the system used in the forests has been that of an engine working with a continuous cable running as far as a mile and a half into the woods. A smaller engine hauls the logs to the well-built skidway, by means of shorter cables. They are then dragged down to the water by the main cable.

Now that the timber immediately adjoining rivers and inlets has been cut, and it is necessary to go back two miles and more for a supply, a regular railway, with locomotives and log-carrying cars is becoming essential for the development of the lumber industry. It will thus be recognized that the industry involves an expenditure of capital far above that required where the trees are less great and where snow makes the hauling of them to water a comparatively simple and inexpensive operation.

The saw mills of British Columbia are located at five or six main places along the coast and in the mountain district. In some cases the booms have to be towed three hundred miles to the mills. This in itself is an important and precarious phase of lumbering. The mills themselves have an enormous capacity. Some of the best equipped plants on the continent are located on the Pacific coast of Canada. This is particularly true in the case of shingle mills. One mill in particular boasts of having the largest shingle cutting capacity of any mill in the world.

The Finding of a Market.

The important problem for British Columbia lumber interests is the finding of markets for their cut. The Province itself cannot absorb more than a third of the entire output. The rest must be sold in middle and eastern Canada, in the United States, or in transoceanic countries, Australia, New Zealand, South Africa and Japan. The export business by boat has not so far assumed very large proportions. The rapidity with which colonization has gone forward in the prairie Provinces has opened up a large market there for all kinds of lumber. This will no doubt grow from year to year in accelerating proportions, as new railways are scattered over the country. The broadening of the agricultural belt and the establishment of hundreds of new towns along the lines of the Grand Trunk Pacific, the Canadian Northern Railway, and the branches of the Canadian Pacific Railway all necessitate the bringing in of great building supplies. The railways themselves, with their big bridges and their many buildings, provide a large market. To the eastern provinces a considerable amount of timber is sold, chiefly in the form of heavy timber for bridge construction, for car building and shingles. For this business the long rail haul across the continent makes the competition from the south particularly formidable.

The exact area of the timber lands in British Columbia is hard to estimate, and it is still more difficult to say how much of this area contains timber of merchantable value. The average of timber under lease is about 1,500 square miles, and the total area of forest and woodland is figured by the Dominion Statistician at 285,554 square miles. The greater portion of this is covered with small trees, suitable only for the local supply of fuel. Still British Columbia has a large area of timber land containing timber of the highest grade. How long it will stand the increasing demand on it remains to be seen.



CAMP VIEWS—**1** One of the B. C. Mills' Timber and Trading Co.'s logging trains. **2.** Dam at Stella Lake, raising the level to facilitate logging operations. **3.** Victoria Order of Nurses' Hospital at Rock Bay Camp. **4** Hauling logs into Duck Lake by donkey-engine. **5.** Hauling logs out of the woods. **6** Loading logs on to logging trucks. **7.** Loading long timber by logging engine. **8** Train of logs coming down exceptionally heavy grade from Stella Lake to Rock Bay.



CAMP VIEWS.—1 Five of the Company's standard gauge railway locomotives **2.** Logging train and booms at Bear River Beach. **3** Strings of logs hauled by seven yoke of oxen. **4 and 10.** Logs being hauled on skid road by horses. **5,** Company's store at Rock Bay. **6 and 7.** Water chute at Village Bay, 3,000 feet to salt water, and 223 feet above the sea level. **8** Fallers at work. **9.** Log chute.



HASTINGS MILL, VANCOUVER, B.C.—**1.** Interior of saw mill, showing log 8 feet in diameter being turned on the carriage. **2.** Portion of engine room interior. **3** Portion of planing mill interior. **4** Dynamo room. **5** Band-saw filing room. **6.** Fire-room. **7** Interior of machine shop. **8.** Circular-saw filing room.

OBJECTIONS TO EIGHT-HOUR DAY BILL

By Mr. G. M. Murray

The Proposal for the Establishment of a Compulsory Eight-Hour Day on Government Contracts Would Disorganize Industry and Would Either Add Greatly to the Cost of Public Works or Would Result in Contracts Going to Foreigners. Many Objections Urged.

MR. CHAIRMAN AND GENTLEMEN: I appear before you to-day as representing primarily the Canadian Manufacturers Association, of which organization I am Secretary. In order that you may appreciate the magnitude, as well as the diversity of the interests for which I speak, permit me to state that our Association embraces nearly 2,500 of the biggest and most important manufacturing establishments in Canada, extending from Sydney on the Atlantic to Victoria on the Pacific. Included in the list are iron and steel plants, foundries and machine shops, agricultural implement works, carriage and wagon works, car works, locomotive works, stove and radiator foundries, electrical works, automobile factories, boat and shipbuilding plants, furniture factories, piano factories, clothing factories, knitting factories, woollen mills, cement works, chemical works, flour and oatmeal mills, cotton mills, breweries and distilleries, wineries, biscuit and confectionery factories, hat factories, wallpaper mills, lithographing establishments, printing and publishing establishments, engraving and electrotyping establishments, pulp and paper mills, manufacturing stationers, lumber mills, sugar refineries, fruit and vegetable canneries, fish canneries, meat packing and curing establishments, silverware and jewellery factories, boot and shoe factories, harness factories, tanneries, paper box factories, paint and varnish works, glass works, bedding factories, spice mills, manufacturing druggists, cigar and tobacco factories, besides a very large number of miscellaneous establishments engaged in other lines of production.

In the aggregate, our Association represents an investment of well over $400,000,000, an annual product of over $500,000,000, an annual payroll of $200,000,000, in which 300,000 wage earners participate. These figures, of course, are estimates only, yet they are more likely under than over the mark.

Our Association is governed by an Executive Council of 150 members, elected annually, including representatives from every Province, and practically every trade, and when I state that it is under instructions from this body that I appear in opposition to the bill (instructions given without one dissenting voice) you will realize with what singular unanimity the manufacturers of Canada ask you to report unfavorably as regards the measure under consideration.

I am also advised that the following Boards of Trade have expressed strong disapproval of the bill: New Westminster, Revelstoke, Winnipeg, Truro, Stratford, Meaford, Prince Albert, Red Deer, Saskatoon, Welland, Kingston, Port Arthur, Toronto, Walkerville, Orillia, Prescott, Sherbrooke, Moose Jaw, Parry Sound, St. John, Halifax, Windsor, N.S., North Bay, Kenora and Sackville.

How many other Boards there may be that have expressed disapproval I cannot say, but I have yet to hear of one single Board that has endorsed the measure. It would, therefore, appear that commercial as well as industrial interests regard the effect of the proposed legislation as detrimental to the welfare of the Dominion.

Of the above mentioned Boards of Trade I have credentials from the Boards at Windsor, N.S., Sherbrooke, Que., Prescott, Ont., and Walkerville, Ont., authorizing me to speak on their behalf.

The Friend, Not the Enemy, of Labor.

Now before I go any further, let me disabuse your minds of any suspicion that the Canadian Manufacturers Association is opposing this bill simply and solely from a desire to thwart the plans of organized labor. We have no such wish to antagonize labor, organized or unorganized. Labor is essential to the processes we carry on, and under any and all circumstances we would prefer to work in harmony with those we employ. If I understand the situation correctly the proponents of this bill urge largely humanitarian reasons in favor of its adoption. God knows the manufacturers of Canada have not turned a deaf ear to this side of the argument. Where occupations are carried on under conditions dangerous to life or limb, where from the nature of the material handled or the atmosphere created the health of the worker is easily undermined, or where the imposition of long hours would shatter the nerves or sap the strength of women and children operatives, the manufacturers of this country will be the first to hold up both hands in support of regulation. That, of course, is a matter with which the Provinces are empowered to deal, and with which they are dealing.

As regards giving the workingmen time and opportunity for education and self-improvement, the manufacturers will again be found not only sympathetically inclined, but active and energetic, as witness their campaign in support of technical training, to say nothing of the welfare or industrial betterment work in which many of them as individuals are actively engaged.

Let me say emphatically that the manufacturers are not hostile to the workingman; they are not taking a firm stand and saying, "Thus long shalt thou have for rest and recreation and no longer." Nothing gives the employer more satisfaction than to see his staff healthy, prosperous and contented, and so far as shortening the hours of labor will contribute to a state of prosperity and contentment among his working forces he can be depended upon to do it just as quickly as the economic conditions will permit. But what the manufacturer does object to is being forced by legislation to accord a working day, and inferentially to pay a rate of wages, that will make it unprofitable for him to continue in business, and in combating the ill-advised efforts of organized labor in this direction he considers that he is entitled to be looked upon as the workingman's friend rather than his enemy, for he is following the best course under the circumstances to ensure the permanency of his employment, and to prevent him from being the means of his own undoing.

The Motive Behind the Bill.

But it may be objected, the bill under consideration applies only to Government contracts, and to such work as may be undertaken by the Government by day labor. Very true, in appearance it is innocent looking enough. But appearances are sometimes deceptive, and to guard against deception it is

important to understand if possible the motive underlying this legislation. This is not far to seek. The introducer of the bill, Mr. Verville, was until quite recently President of the Trades and Labor Congress of Canada. How long he occupied that position I do not know, nor do I know at how many sessions he has had this bill before the House. I think I am safe in saying that he was President of the Congress for at least two years, and that this is at least the third time he has introduced this particular measure. In any event, he was President of the Congress in September, 1908, when they met in Halifax, and the bill was before the House in his name during the session of Parliament immediately preceding. In the report made that year by Executive officers to the Congress the eight-hour day was referred to in the following words:

> "Among the many important legislative matters that command our attention, one of the most pressing is the reduction of the hours of labor. It has been left almost entirely to the trades unions either to negotiate for or fight for the establishment of the eight-hour day, and in the bitter struggle that has been waged between employers and employees, the strong have succeeded and the weak have suffered. The workers having decided to go into politics in their own interests the shorter work day has also become a political issue and in some cases where the industrial organization has failed to secure the eight-hour day, intelligent political action has achieved the desired result. It is desirable that the universal eight-hour day should be established as early as possible. The improvements in the means of producing and distributing the necessities and comforts of life have not been accompanied by reductions in the hours of labor that such a change makes necessary. It has not always been a question of right or morals where the shorter work day has been conceded by employers, and frequently the right has been decided by the power of trades unions to force the reduction in hours. While this is true with regard to the industrial organizations it is equally true when applied to political forces. When the power to obtain the universal eight-hour day by legislation has been obtained by the representatives of labor in the Parliaments of the World it will be accepted as the right of the workers to have it, but until that day has arrived the movement with that end in view will be assailed by those who fear the loss of material advantages gained by legislative privileges. *Your Executive Council believes the time has arrived when the eight-hour day for all the workers in Canada should be strenuously fought for in the Federal Parliament, so that all those who toil may share in the benefits of the shorter work day.* . . . We would therefore recommend that such a measure be prepared by your Executive Council, with the advice of our solicitor and submitted at the next sitting of Parliament."

It will be apparent from the above that the Trades and Labor Congress, at whose instance the bill has been introduced, intend to use this apparently harmless legislation as a means to enforce the adoption of an eight-hour day in all classes of industry, from one end of Canada to the other. "How can they do it," some one may ask, "when it relates only to Government contracts?" The answer is simple. An eight-hour day on Government contracts is but the beginning, the thin end of the wedge as it were. The unions know all too well that a firm cannot work one part of its staff eight hours on Government material and the rest of its staff ten hours on material entering into private contracts. Let it start the eight-hour day for a few of its men and it must inevitably concede the eight-hour day to them all. Failure to comply would result in a strike. Similarly were an eight-hour day established in one machine shop in Ottawa, we will say, the proprietor of another machine shop just across the way would have perpetual trouble with his men until he granted the same concession. Through the provision making the Act apply to sub-contracts as well as to contracts, the adoption of the eight-hour standard could practically be forced on an infinite number and an infinite variety of workshops, presuming always that they would be willing to do work for the Government. Personally I consider that the effect of the bill would be to send Government contracts begging, so that they would either go out of the country altogether, in which case Canadian labor would suffer, or else they would fall into the hands of a monopoly, in which case the public would be saddled with higher costs.

If any further proof is needed as to the intentions of organized labor with respect to this bill, it is to be had from the words of Samuel Gompers, President of the American Federation of Labor, with which the Canadian Trades and Labor Congress is affiliated. I think we are safe in assuming that Mr. Gompers voices the official sentiments of the unions of which he is head, and that anything he has to say as to the object of similar legislation in the United States can be taken as faithfully representing the object of the legislation under our consideration. Let me read you an extract from the hearings before the Committee on Labor of the House of Representatives (Washington), 1902. Mr. Gompers is addressing the Committee, and in response to a question asked by Judge Payson he says:

> "We are endeavoring to secure the limitation of a day's work to eight hours. Where Government work enters into the operation of a plant, either in part or in whole, we expect that eight hours shall constitute a day's work by law and the limitation of a day's work."
>
> Mr. Payson: "That is what I wanted you to say."
>
> Mr. Gompers: "I am very glad, because I wanted to say it myself, and I want to emphasize it, if possible."

And in 1904, two years later, the same matter being under consideration by Mr. Gompers, he used this language:

> "We have been asked how far does this bill go? How far do you want it to go? If we are candid, and we desire to be, as to how far, we would answer, until it reached every man, woman and child who works in the United States. And I trust that statement will be broad enough and comprehensive enough to satisfy the opponents of the bill."

In view of such pronouncements as those I have quoted, It becomes necessary to consider this bill, not simply in its relation to Government work, but in its broader application, as affecting every phase of every industry in every locality throughout the entire Dominion.

The Strength or Weakness of Organized Labor.

Now, in the first place, what is the Trades and Labor Congress, the organization which seeks this legislation, and what portion of the working force of this country does it represent? Can they justly claim to voice the attitude of the big majority of Canadian workingmen, or are they a comparatively insignificant part of our great army of artisans? Figures on the subject are not easy to obtain. The last annual report of the Congress proceedings gives no indication as to the numerical strength of the order. But perhaps it will suffice to compare their strength in 1906 with the total number of workingmen employed in Canada that year, as shown in the census returns. At the Convention held in Victoria, September, 1906, the Secretary of the Congress reported 448 local unions in affiliation with a total membership of 27,067. This included bricklayers, stone masons, carpenters, plasterers, paperhangers, barbers, musicians, locomotive firemen, railway conductors, trainmen, longshoremen and others not connected in any way with manufacturing establishments. The industrial census for 1906 gives the total number of wage earners in Canadian factories, exclusive of clerical staffs, as 355,379. From this it will be seen that the total strength of the Trades and Labor Congress, including those in what might be termed "non-factory employment," was less than 8 per cent. of number engaged in factory work alone. If, however, to the number of factory employees were added all those engaged in the building trades,

mining, transportation, lumbering, fishing and agriculture, it would probably bring the percentage of organized labor down to 1 or 2 per cent. of the entire labor vote.

This deduction is confirmed by an analysis of the returns of organized labor for Ontario, the Province which is supposed to be its stronghold. In the Annual Report of the Ontario Bureau of Labor for 1906 all the unionists the secretary is able to account for, even at the most liberal interpretation of his data, is 13,946. The Secretary is (or was) himself a union man, and it may be assumed that his report, if it erred at all, would err in the direction of overestimating rather than underestimating. Of this number 3,016 were railway employees, 3,204 belonged to the building trades, 530 were painters and decorators, 660 were musicians, 251 were barbers, 123 were marine engineers, 250 were longshoremen and seamen, 65 were civic employees, 20 were horseshoers, 45 were tile layers, 43 were teamsters, and 50 were stage employees. None of these, 8,257 in all, were in any way connected with manufacturing establishments, so that deducting this number from the total strength of organized labor in Ontario, it leaves the strength of unionism in the industrial establishments of that Province at 5,689. The industrial census for the same year puts the total number of wage earners in Ontario factories at 169,571. Dividing one into the other it will be seen that unionized factory labor represents approximately only 3 per cent. of all the factory labor in Ontario.

Permit me also to quote from the Report of the Commission on Hours of Labor, Nova Scotia, 1910, which has only recently come to hand. On page 129 we find the following:

> "The great majority of wage-earners in Nova Scotia, outside the coal mines, do not belong to any union. Female wage-earners form a large percentage of the workers in textile mills, the boot and shoe factories, the confectionery establishments, the milk factories, the shop assistants, the telephone offices, etc., and in trades where they predominate organization is non-existent.
>
> "Even among male wage-earners unionism is weak. In such towns as Amherst, New Glasgow, Truro, Yarmouth, Oxford and Sydney, in such industries as lumber, leather, woodworking, iron, and in such firms as the Dominion Iron and Steel Co., the Nova Scotia Steel & Coal Co., the Rhodes Curry Co., the Silliker Car Co., the Robb Engineering Co., the Acadia Refinery, not to speak of many others, unionism is hardly a factor in the industrial situation."

From the foregoing figures and from the extract I have quoted there is only one inference to be drawn, and that is that unionism represents at best only a very small proportion of the working forces of the country. It would seem wise therefore on the part of your Committee to move slowly and with extreme caution before reporting favorably regarding a piece of legislation that is so weakly supported and that might impose at the will of 3 people out of 100, a set of conditions that would be obnoxious or even intolerable to the other 97.

Interference with Individual Rights.

Next it seems pertinent to enquire whether the rank and file of organized labor really desire what is asked for in the bill. "No laborer, workman or mechanic," says the bill " . . . shall be permitted or required to work more than eight hours in any one calendar day." The proponents of the bill expect, of course, that the men would receive as high a daily wage for eight hours' work as they are now receiving under a 9 or 10 hour day, an expectation which might or might not be realized. If it were not realized there would be trouble immediately and we should probably be met with a demand for the repeal of the Act. But supposing for the moment that it were realized. Are we to understand that the men themselves, not simply their officers, would wish to be forbidden by law to work more than eight hours a day? Many an artisan to-day is adding no small amount to the weekly wage paid him for work performed within the limits of the standard day, by working overtime at overtime rates, which rates run all the way from time and a quarter to double time. Are we to understand that he is willing to surrender this privilege? Those artisans engaged in seasonal pursuits, who have their seasons of full employment and their seasons of idleness, like the longshoremen, the lumbermen, the fishermen, etc., are we to understand that for the sake of establishing the eight-hour principle, they are willing to give up all overtime work, the very work which tides them over the period of unemployment? Or are we to assume that the unions rely on their strength to secure such rates of pay, both per piece and per hour, as will compensate them not only for the self-inflicted loss of regular time, but for the self-inflicted loss of overtime too? If that is the case then it is the employer who needs protection by Act of Parliament, not the workingman.

But let us grant for the sake of argument that the labor unionists are all willing to deny themselves the right to work more than eight hours a day. Is there any reason, any justice in allowing three men out of one hundred to dictate to the other ninety-seven and impose on them a condition which may work extreme hardship? If John Smith, who is young, unmarried, and has no one depending on him, can support himself by working only eight hours instead of ten, and asks to be freed from the necessity of working longer in order that he may have leisure for recreation or for study, is that any reason why John Brown, John Jones, John Thompson and thirty others who all have wives and families to keep, who want to surround their families with comforts, and to give their children a good education, is that any reason why they should be denied the very means of carrying their desires into effect?

To the workingman his labor is his stock-in-trade. It is by the sale of his labor, and his labor only, that he acquires the wherewithal to provide himself with the necessities of life. To sell that labor to whomsoever he likes, wherever he likes, in such quantities as he likes, and at such rates as he likes, is a God-given privilege which it should be the duty of this Parliament to protect. (I make exception, of course, of those kinds of employment that are appropriately made subject, under provincial enactments, to police regulation, as well as of those other employments that are usually regarded as detrimental to health.) Any encroachment upon this privilege, subject to the exceptions I have mentioned, can only be regarded as an unwarranted interference with individual and property rights. "It is a part of every man's civil rights," says Cooley on Torts (page 78) "that he be left at liberty to refuse business relations with any person whomsoever, whether the refusal rests upon reason, or is the result of whim, caprice, prejudice or malice. With his reasons neither the public nor third persons have any legal concern. It is also his right to have business relations with anyone with whom he can make contracts, and if he is wrongfully deprived of this right, he is entitled to redress."

Constitutional or Unconstitutional.

As regards the constitutionality or unconstitutionality of the proposal I need say very little. Matters affecting the relations between Master and Servant are left under the B. N. A. Act to the jurisdiction of the Provinces. As the bill under consideration limits itself specifically to contracts to which the Federal Government is a party, it would not seem to a layman like myself to be open to objection on the ground that it is an interference with provincial rights.

But in one respect it does seem to be open to attack on the ground of unconstitutionality. Private parties to a contract have undoubtedly the right to make such terms or exact such conditions as they like, providing always they do not

contract to do something that is unlawful. A man can lawfully contract to work for 50 cents a day or $50 a day so long as he can find some one who is willing to engage him at those rates. In so far as it is a party to a contract, the Federal Government would seem to possess the same right. But the Federal Government in all its contracts has a dual personality; it is a private party, but it is also a trustee. Within certain limits it can make such terms or dictate such conditions as it likes, but as the trustee of the people it is its bounden duty to see that it buys its labor and its material, quality for quality, and under like conditions, at prices approximately equal to the prices that prevail in private business.

Now then, the question arises, would the Government, in order to satisfy the caprice of an insignificant minority of our citizens, be justified in buying eight hours' labor for the regular price of ten? Would it be justified in paying John Smith, the union man, $2.00 for eight hours' work when John Brown, John Jones, John Thompson and thirty other non-union men were willing and anxious to give ten hours' service for the same wage? Would it be justified in saying to the non-union man, who we will suppose is a man of perseverance and ability, a man with ambitions to rise in the world, and to elevate his family with him, would it be justified in saying to this man, "Because you persist in hard work, and in a course of conduct calculated to raise you above the level of your less ambitious fellows, you are to be debarred from sharing in any employment which I may have to offer?" Would it be justified in imposing upon the public the added cost of labor and material which the enactment of this bill would entail?

To show just what that added cost would be is only a simple problem in arithmetic. It takes five men working eight hours each to do as much as four men working ten hours each, the gross amount of service in each case being forty hours. But whereas four men at $2.00 a day receive only $8.00, five men at the same rate receive $10. On the present outlay of $8.00, therefore, the increase would be $2.00, or 25 per cent.

Effect Upon Production.

I am aware, of course, that the objection will here be raised that under the shorter working day the efficiency of the men will be increased and that this increased efficiency will at least partly, if not altogether, offset the difference in time worked. This particular feature of the case might be argued at great length. The experience of those who have tried it is very contradictory. Some employers acknowledge cheerfully that there has been a marked increase in efficiency, sufficient almost to compensate them for the time lost. Others admit that the reduction in output is not nearly proportionate to the reduction in time, but they qualify the force of this admission by ascribing some of the improvement to the use of better or speedier machinery or to a change of system whereby delays were avoided. Still others state that for the first few weeks of the experiment the output for a nine-hour day, with the same staff and same equipment, has been equal to the output for the ten-hour day, but that after six, nine or twelve months the men fell back into the old pace, and in the end finished up by doing just nine-tenths as much as they used to do. As regards the reduction from ten to eight hours, even the most ardent advocate of the eight-hour day will acknowledge that it is impossible to maintain production at the same figure by working two hours per day less. If production must of necessity be kept at the same figure, then it involves the employment of a larger staff, and frequently the purchase of more machines for the hands thus added to work upon. In that event, not only is the cost of productive labor increased, but the investment upon which dividends have to be paid is also increased.

It would be futile to endeavor to settle this question by theoretical argument. The only way to obtain a satisfactory answer would be to conduct a series of experiments in a large number of trades, each of them extending over long periods of time, and to make proper allowance in every case for any and all improvements consequent upon the installation of new equipment or the adoption of better systems. In general, however, it should be remembered:

1. That so far as those trades are concerned where automatic machinery is employed, it is the time of the machine, not of the operator, that counts. Where these machines are already speeded up to the maximum, any reduction in hours would involve a corresponding reduction in output.

2. The aim of every manufacturer is to spread his fixed charges over as large an output as possible. If that output is arbitrarily reduced by shortening the hours of labor the selling price of the article, if we eliminate the element of foreign competition, will be increased by the added proportion of those fixed charges which each unit of the product is required to bear.

3. In so far as the loss of time is offset by what is known as speeding, it becomes a very doubtful advantage, if not a decided disadvantage in many occupations, such as bricklaying, rivetting, sawing, etc., where careless or faulty workmanship may involve the employer in serious monetary loss. Further, the more intensive the work, the greater the danger of accident, because when working under strain or against time men will frequently neglect precautions for their own safety which ordinarily they would observe.

4. Lastly, the reasons advanced in favor of the eight-hour day are almost wholly theoretical. Its supporters *assume* that certain results would follow but they cannot successfully prove their contentions by reference to practical experience. Those who oppose it on the other hand have numerous valid objections to offer. In view of the fact that the reduction is sought by so *small* a proportion of those who may be regarded as directly affected, and that it is looked upon with real alarm by practically all employers, who have large investments at stake, it would seem only reasonable for your committee to insist that the proponents of the bill should present proof overwhelmingly strong before you would feel justified in reporting the measure.

Plundering the Public Purse.

Reverting now to the assumption that the labor cost on Government contracts would be increased 25 per cent. under an eight-hour day, it is only reasonable to suppose that under a rigid enforcement of the clause of the Act relating to sub-contracts the cost of practically all materials would be similarly increased. If, therefore, we add 25 per cent. to the cost of labor and 25 per cent. to the cost of materials used in the erection of a public building, which under present conditions would cost $100,000, it will mean that instead of $100,000 the Government will be paying $125,000 for it. If in construction work of various kinds, including buildings, wharves, breakwaters and dredging, the Government is now spending $20,000,000 annually, it will mean that for the future it will have to spend $25,000,000 or else leave undone some work that the public interest requires should be done. Is it not relevant to enquire where is the money going to come from? Will the revenues of the Government stand it? As the trustee of the people is the Government justified in doing it?

But serious as this phase of the situation appears to be, it is only the beginning of trouble and expense. To ensure the terms of the contract being lived up to, the Government will have to have one or more inspectors on every piece of work that is done for it. The contractor is made responsible to see that the sub-contractor observes the eight-hour clause, so he in turn will have to employ inspectors to watch the production of every item of material he purchases under con-

tract. The expense of all this inspection will fall upon the Government, for the contractor will undoubtedly take it into account in submitting his tender. Experience, too, will teach the contractor he must allow himself a more liberal margin of profit for various other reasons. If his contract calls for delivery by a certain date under penalty of a per diem fine, he will probably consider it necessary to fix a price that will cover a fair amount of fining, because delays may ensue, which cannot be offset by overtime work. If after one or two unfortunate experiences, he finds that he is always becoming involved in unexpected difficulties, he will more than likely decline to tender on Government work altogether, in which event a few contractors will acquire a monopoly of it and fix prices to suit themselves.

Some such result would be almost certain to follow in the case of manufacturing contracts. To illustrate my meaning let me refer to the building of locomotives for the Intercolonial Railway. Evidence from a man experienced in this trade will be submitted a little later, showing that it is utterly impracticable to work one gang of men in a machine shop eight hours and another gang ten hours. The eight-hour men would want the same aggregate daily wage as they would get under the ten-hour standard. If they didn't get it they would throw up their jobs and go on strike, for they would not stand for a reduction in pay. If they did get it the ten-hour men would strike because of the discrimination practised against them. To introduce or to attempt to introduce such a plan into any well organized machine shop would be to convert it at once into a hot-bed of trouble and discontent.

Impracticable Features.

But supposing for the moment that this difficulty were surmountable, the proprietor is next confronted with the problem as to how he is going to separate for labor purposes the material going through the shop into that which must be worked upon only eight hours and that which may be worked upon longer. More than likely he has orders on hand for three or four other railways besides the Intercolonial. If his shop is properly systematized so as to minimize loss of time for the men, he will have previously arranged to stock up in some of the standard parts applicable to all locomotives. Now, when he goes to his stock room for some bolts or some screws to be used on an Intercolonial locomotive, how is he to know which particular bolts and which particular screws have been made in an eight-hour day and which on a ten-hour day? One workman operates a lathe and another a drill, both adapted to particular kinds of work. In the ordinary course of events, these machines will be employed on some part of every locomotive turned out of the shop. Is the Intercolonial work to be allowed to accumulate? Is the shop to be blocked up with Intercolonial locomotive parts until there are enough on hand to keep the lathe or the drill and its operator busy for a whole day of eight hours? Would not the disorganization consequent upon such a procedure prove such a source of loss and annoyance to the management that they would prefer to lose Intercolonial business than be bothered with it?

But this is not all. What about the engineer and the firemen who would ordinarily be expected to remain in charge for the whole ten hours the steam plant was in operation? When work begins on an Intercolonial order is the management to let the engineer go at the end of eight hours and then have a relief hand to take his place for the other two? If so, where is he going to get an engineer who can support himself on two hours' pay? Or, supposing there are enough Intercolonial orders on hand to warrant the adoption, temporarily, of the eight-hour standard (from 8 a.m. to 5 p.m.) are the entire staff to be kept in idleness till say 8.30 a.m. waiting for the eight-hour fireman to get steam up? Or, is the duty of getting up steam to be left to the eight-hour night watchman? And what about teamsters? Are they to be compelled to quit work at 4 o'clock some day, simply because they brought from the depot, along with other materials, a keg of ten-penny nails for use on an Intercolonial order? The complications of this kind that might ensue are so numerous and so far-reaching in their effect that one or two experiences would sicken most manufacturers of Government business altogether.

But, it may be objected, it is not contemplated to enforce observance of the Act down to such minute details; to do so would be a picayune policy that the Government would not stand for. Possibly so, but why should the Government place itself in a position where it knows it will have to resist all kinds of pressure exercised in the direction of compelling the adoption of such a policy? We know from Mr. Gompers, we know from Mr. Verville, that trade unionism has set its heart on pursuing this eight-hour movement till it applies to every man, woman and child in the United States and Canada. If we believe it economically unsound doctrine, if we believe it inexpedient at the present juncture to grant the eight-hour day, why take the first step in what our judgment tells us is a wrong and downward direction, more particularly when we are warned beforehand that there are people watching us who will try to push us further once we take that first fatal step?

Impracticability in Specific Trades.

There are many other features of impracticability connected with this bill upon which I might dwell, but I will be considerate of the time of your Committee and refer to only a few.

A rigid eight-hour day with overtime prohibited would prove very embarrassing in those trades where the operations are more or less continuous. As an example, take the blast furnace. A man's time might be up just after the furnace had been tapped, and if his relief were a few minutes late in arriving it would place the employer in an awkward position, for either he must keep the man at his post and run the ris of having the contract cancelled and the material thrown back on his hands, or else he must suffer the loss of much valuable material and possibly endanger the efficiency of the plant. The same would be equally true of other trades where processes have to be carried through to a certain stage before they will permit of any interruption, such as in moulding, baking, canning, condensing milk, etc.

I have already referred to one of the difficulties encountered in seasonable trades, such as building and lumbering. A rigid enforcement of the eight-hour day with prevention of overtime particularly in localities where labor was scarce, might easily delay to a degree almost intolerable the erection of a building for which there was the most urgent need. Log driving furnishes another illustration of how embarrassing such a law might prove. The winter's cut of logs must be driven down the rivers to the saw mills in the early spring, when the water is at its height. Those in charge of this work usually stay at it as long as daylight lasts; they know that they must utilize every minute of time, lest the water recede and leave their logs stranded. To enact a law that would require the river drivers to desist each day after working eight hours could not fail in many cases to involve the saw millers in heavy financial losses, to say nothing of the scores of workingmen about the mills who mighty thereby be thrown out of employment.

In the field of transportation, an eight-hour day is an obvious impossibility. When a vessel arrives in port it must be unloaded and loaded with the maximum of despatch. It represents a large investment of capital and to compel that capital to lie idle and unproductive two or three times as long as there is any occasion for would be an injustice to the owner which the Government could not successfully defend. Where the cargoes are of a perishable character the injustice of such a proceeding would be accentuated. To some extent this diffi-

culty might be overcome by arranging for a larger supply of labor, so that if necessary three shifts could be operated, but the objection to this is that during the slack seasons there would be a far greater number of unemployed who, because of the fact that they were debarred during the busy season from augmenting their earnings, would of necessity become charges upon the community. In view of the fact that so many of our seagoing steamships are subsidized by the Government it is important that your Committee should pay due heed to this aspect of the question, because the owners of such steamships would all be parties to a Government contract and the operation of their vessels while in Canadian waters would consequently be something to which this Act could apply.

In railroading, the eight-hour standard is equally impossible. When a crew take their train out from one divisional point, they cannot very well leave their posts until they have brought the train safely into the next divisional point where their relief awaits them. It would be absurd to require them to stop the locomotive and quit work half way between stations just because their eight hours were up, and it would be almost as absurd to require all trains to carry spare crews that would be available to relieve the operating crew on the expiry of its standard working day. Here again the Government is vitally interested as the railway companies are all under contract with them as carriers of mail.

The mention of railroads at once suggests another point that would be a source of unending trouble. I refer to what are known as demurrage charges. The Canadian Freight Association have prepared and have had approved by the Board of Railway Commissioners a set of rules imposing a fine of one dollar per day on all shippers who detain cars in the loading or unloading beyond a certain number of hours, which vary according to the circumstances and according to the nature of the commodity to be handled. Even under existing conditions, where no limit is placed upon the working day, demurrage charges are all too frequently incurred, and have all too frequently to be paid. But what would the situation be under a compulsory eight-hour day, with union inspectors lurking about to see that the provisions of the Act were strictly observed? Instead of a petty annoyance, demurrage charges would soon mount up till they became a serious tax upon production, while it is quite conceivable that the congestion of traffic incidental to such delays might precipitate another calamity like that which occurred in the North-West two years ago when the supply of coal ran short.

This point may, of course, be answered by stating that the bill could be amended so as to exempt transportation companies from its operation altogether. But if an exception is to be made in favor of one interest simply because it can be shown that the bill would be impracticable or intolerable as applied to it, why should not exceptions be similarly made in favor of all interests that can make out a case equally or almost as good? And how are the various interests involved going to be able to make out a case that will be conclusive in the absence of practical experiments? To pass the bill, to try its effect experimentally upon all the varied industries of this country, many of which are still in their infancy and are worrying along on a very narrow margin of profit, might easily give our country a setback from which it would not recover in years. It is far easier to lose business than it is to recover it,—of that we had ample proof when the recent depression overtook us. This is another reason why the manufacturers would urge your Committee to move with the utmost caution and to conduct the most searching investigations before placing yourselves on record as in favor of such legislation.

Effect on Agriculture.

Another important point that must not be lost sight of is: "How will the farmer be affected?" Agriculture is the basic industry of our country. It lies at the very foundation of our prosperity as a nation. According as the farmer prospers the rest of us prosper, and according as the farmer suffers the rest of us suffer. Even the Manufacturers Association will admit that, hence our hearty endorsation of any steps which the Federal and Provincial Governments may take to stimulate agricultural production and to better the conditions under which agricultural produce is marketed. Hence also our apprehension lest any step be taken in shortening the legal working day that would react upon the farmer, and make the hired help problem a more difficult one for him to solve.

Presuming that an exception would be made under the Act in favor of agricultural pursuits, there can be no doubt that one of the immediate effects of this legislation would be to draw hired men away from the farms to the city workshops, where the hours of labor would be so much shorter and where the opportunities for recreation in the hours of leisure would be so much more varied. Even under existing conditions the ten-hour day in the factory is making it exceedingly difficult for the farmer to retain his help.. The attractions of the North-West are stealing away from the farmers of Ontario and Quebec, their sons, so that from year to year they are becoming increasingly dependent on the hired man. I am credibly informed that because of the seriousness of this problem, there has been a marked tendency of late among our eastern farmers to give over the cultivation of crops, and to go in more for the raising of cattle, because of the fact that the latter does not necessitate the employment of as much help. This in turn cannot have failed to be a factor in the rise of prices for all kinds of produce, regarding which the newspapers have been publishing lengthy reports.

Now, if the unions were strong enough to enforce the payment of ten hours' wages for eight hour's pay, and if production could stand up for any length of time under such a load, it must sooner or later prove ruinous all around, first to our great basic industry—agriculture—because the farms would be depopulated, and second, to our subsidiary industries including manufacturing whose success is so intimately dependent upon the success of agriculture. One by one, as these industries begin to languish, their working forces would be reduced, and unless the legislation were repealed, the men thus thrown out of employment would probably drift across to the big industrial centres of the United States, where no such restrictions were in force to hamper development and where employment in consequence would be steadier.

Foreign Competition.

This movement would undoubtedly be hastened by the effect of foreign competition. In the first place, as has already been indicated, the tendency under an Act which would enforce upon manufacturers conditions so arduous, so difficult of fulfilment, would be to disgust them with Government business, in which case the work would go probably to foreign contractors and foreign factories, where the terms of the Act could be violated with little fear of detection. Even were some manufacturers to adopt the eight-hour standard in hopes of being able to secure enough Government work to keep their plants steadily employed, the difference between their cost of production under a compulsory eight-hour system and the cost of production in the United States under a ten-hour system would be sufficient to encourage American competition, and to avoid being held up by monopolists the Government would no doubt at times consider it its duty to award contracts to American tenderers, thus forcing business, by its own enactment, out of the country.

In so far as the adoption of the eight-hour day on Government contracts would compel the adoption of an eight-hour day generally, it would place the Canadian manufacturer at a serious disadvantage in meeting outside competition in his own home market. The added cost of production arbitrarily forced upon him would, in part, if not altogether, negative the protection accorded him by the tariff. The conclusions of the

Nova Scotia Commission on this point are illuminating. Let me quote you a few passages:

Speaking of the Dominion Iron and Steel Co. (page 71):

"So far as this industry is concerned, an eight-hour day would, in the opinion of the Commission, result in a greatly enlarged labor force in every department, and probably in some additional expenditure in plant, clerical staff, and supervision. One of two things must happen, as competition will take care of the prices of the product. Either rates of wages will remain as they are, in which case the earnings of each employee will be reduced below the point of a living wage, or the rates will be increased, in proportion to the reduction in time, and the increase will be added to the cost of operation. At present either alternative would be fatal. The men cannot afford such a reduction, and an industry which has received Municipal, Provincial and Federal aid, and which up to the current year has reported chiefly expenditure and loss, cannot stand such a large increase to its cost of its production."

Speaking of Provincial iron industries in general (page 74):

"Practically all of these firms are subject to keen competition from the other Provinces of the Dominion, and some of them, in some classes of products, meet competition also from the United States, the United Kingdom and Germany. The employers and managers all believe that an eight-hour law would involve the employment of more men, and in some cases extension of the plants and that, as the men would demand and would need an increased rate of wages per hour, the cost of production would be increased, and that the rival firms, not subject to the law, would have an added advantage in the market."

Speaking of Textile Mills (page 77):

"It would be a serious step to fix by law a lesser maximum number of hours in Nova Scotia than are worked in the United States and Great Britain, or than in the other Provinces of Canada. This step could be justified if it could be shown that the reduction in time would not mean a reduction in output or an increase in cost. It could be justified if it could be shown that in management and machinery, in labor and profits, the small mills in Nova Scotia are superior, not only to the other mills in Canada, but also to the mills in the United States and Great Britain. It could perhaps be justified again if it applied to all the mills in Canada, and if at the same time the tariff against Great Britain and the United States were increased sufficiently to offset the greater cost."

Speaking of Coal (page 116):

"How far this comparison of conditions between the Nova Scotian and the United States mines is correct, the Commission cannot say. It seems, however, to be generally recognized that the cost of bituminous coal mining in the United States is low. There is one test that can be applied, and that is the test of actual competition between the two in the same market. The rival operators meet in the St. Lawrence market. American bituminous coal is subject to a tariff when imported into Canada, and the Nova Scotian operators have the further advantage, within the St. Lawrence market, of shipping by water in the summer season. If, in spite of these conditions, the American operators can successfully compete in that market, the inference is inevitable, either that they are selling there at dumping prices or that they can mine coal at less cost than their competitors in Nova Scotia."

If they can mine coal in the United States at less cost than in Nova Scotia when both are working the ten-hour day, and in spite of the tariff and the superior transportation facilities enjoyed by the latter, can compete successfully with it in the St. Lawrence market, what will be the future of our Maritime coal mines if an eight-hour standard is forced upon them?

Many industries, of course, which cater to a strictly local market, such as brickyards, sash and door factories, box factories, etc., would probably suffer very little, if any, from a cause of this kind. Their product will not bear the cost of transportation over long distances, and American competition would be therefore a negligible quantity. But as for other Canadian industries that are already meeting competition in the home market from United States firms that have all the advantage of specialization and enormous output, it is almost a certainty that under the handicap of an increased cost of production forced upon them by a compulsory eight-hour day, many of them would prove unequal to the struggle, and unless the tariff were adjusted to their needs, they would sooner or later have to go under.

But the advocates of the bill will tell us that the eight-hour day is coming in the United States, that it will probably be general there before it becomes general in Canada, and that we need therefore give ourselves no uneasiness on the head of foreign competition. Canada is one of the youngest of industrial countries so far as development is concerned, and it is for her to follow rather than lead others in legislation whose benefits are so questionable. Let them do the pioneering, for they are better able to bear the burdens which invariably fall to the lot of the pioneer. When they demonstrate its success, it will be time enough for us to adopt it, but in Heaven's name let us avoid saddling our infant industries with costly experimentation which our over-powerful rivals are only too willing to have us undertake.

Even were the eight-hour day to be universally adopted, it is open to question whether it would prove the boon its advocates anticipate. By increasing the cost of production it would necessarily increase the prices at which commodities would be sold, so that while the workingman would perhaps secure for himself a higher hourly wage, he would be compelled to pay more for the necessities of life. For him to endeavor to improve his position by such a method would seem to be on a par with trying to lift himself by his bootstraps.

Abuses Follow the Eight-Hour Day.

Some trades in Canada are already operated on the eight-hour standard, but it has come about as the result of negotiation between workmen and their employers, not through legislation. Whether the standard of living and the standard of citizenship among members of the craft has been improved thereby, I will not pretend to say, but in the case of two unions, into whose affairs I have had occasion to look, the conviction is forced in upon me that there is still room for improvement in the standard of business morals.

The first of these is the United Association of Journeymen Plumbers and Gasfitters, whose Winnipeg local was recently mulcted in heavy damages for injuries done the master plumbers as the result of a boycott following a strike. Some of the rules of that local are most interesting as throwing light upon the matter now under our consideration:

Article 2 reads:—

"The wages for journeymen plumbers shall be $4.50 per day for eight hours, and the wages for journeymen gasfitters shall be $4.50 per day for eight hours."

It will be noted that they have a very fair rate of wages for an 8-hour day.

Article 3 reads in part:—

"Not less than four hours' time shall be charged to employer for any work performed during either half of any one day. When a member reports for work at 8 a.m. at shop in which he is working, or where he has been notified to report for work, and is not put to work, he shall be entitled to and receive four hours' pay."

Article 5 reads:—

"Members working outside this city shall be subject to all the considerations of these rules and in addition thereto shall have their board and railroad fare furnished, travelling time to be paid for at the regular rate of wages; Sunday and night travelling to be paid for at the rate of single time. Members working within twenty-five miles of this city shall have their fare paid to and from this city once a week."

Article 13 reads:—

"No bicycle shall be ridden during the working hours herein specified."

Here we have chapter and verse for rule under which the plumber kills time when answering a hurry-up call to repair a burst water pipe. In Toronto it is said they will not even take a street car, at the expense of the householder to be served—they must walk both ways and charge up their time. This is why one is so frequently called upon to pay $1.00 for a job which the plumber attends to in five minutes.

Article 14 reads:—

"Under no conditions will members of this Local work in any shop employing an apprentice."

Apparently if the Plumbers Union had their way, they would make a close corporation of the trade by absolutely prohibiting anyone else from learning it.

And these, be it remembered, are rules of one of the enlightened unions, enjoying the eight-hour day, the day which is supposed to make better and more intelligent citizens of men.

The other union to which I wish to refer is the Typographical Union, described by the Nova Scotia Commission as one of the strongest labor organizations in North America. I am given to understand by publishers who ought to know that the Executive at International Headquarters have drawn up certain general rules as to the use of matrices which all locals are required to observe, though they may differ in detail as between place and place, according as conditions may require. The rules of Toronto Local, No. 91, may, I think, be taken as a fair indication of the agreements daily newspaper publishers have been forced to subscribe to in all parts of Canada. The hours and rates of wages as in effect since July 1st, 1907, are set forth in Sections 1 and 3 as follows:

Morning Newspapers.

Section 1.—"Operators, 'ad' men, make-ups, bankmen, heading men and head proofreader (no present head proofreader to be disturbed) shall receive not less than three dollars and fifty cents ($3.50) per night or twenty-one dollars ($21) per week; seven and one-half hours (7½) to constitute a night's work; overtime, sixty cents (60c.) per hour."

Evening Newspapers.

Section 3.—"Operators, 'ad' men, make-ups, bankmen, heading men and head proofreader (no present head proofreader to be disturbed) shall receive not less than three dollars and seventeen cents ($3.17) per day of eight hours, or nineteen dollars ($19.00) per week; overtime, fifty cents (50c) per hour.

From the above it will be observed that on the morning papers they have a 7½-hour day.

The rules regarding the use of plate matter and matrices are set forth in Section 5, which reads:

Section 5.—"The interchanging, exchanging, borrowing, lending or buying of news matter or advertisements, either in the form of type, blocks, or matrices, between newspapers, parties to this agreement, and not owned by the same individual, firm or corporation, and published in the same establishment, shall not be allowed; provided that the reproduction within three months of such type, blocks, or matrices shall be deemed a compliance with this section. But no compositor who has been employed in the office for six successive days shall be laid off until all accumulated matrices, type or blocks have been set. This section shall not be construed as prohibiting the loaning, borrowing, exchanging, purchasing or sale of matter or matrices or blocks on occasions of extraordinary emergency, such as fire, explosion, cyclone, or other unforeseen disaster, including the 'pi' of a form or forms at a late hour, when it will be permitted without a penalty; and provided further that this section shall not be construed as prohibiting the acceptance and use by newspapers of plates, blocks, and matrices of advertisements of establishments located outside of Toronto or of Toronto advertisers not properly considered merely local advertisers."

In order that you may understand the significance of this rule, I might explain that a matrix is an impression of a block of type, taken with papier-mache. It is so constituted that it hardens quickly and by pouring the stereotyping metal into this impression it enables one to make a duplicate of the original matter with very little trouble and at very little expense. A hand set advertisement which would cost in the first place $3.00 to compose could thus be duplicated in almost no time for use in another printing office at a cost of a few cents. To avoid unnecessary composition and to save themselves unnecessary expense publishing houses got into the habit of exchanging matrices. For example, were the *Globe* to receive copy for the Eaton advertisement, it would set it up, make two matrices, and send one to the *Mail* and one to the *World*, who perhaps would reciprocate by sending the *Globe* the matrix for the Simpson advertisement.

But here the Typographical Union steps in and says: "This will never do, because it will cause some of our members to lose their jobs." So they start negotiations with the publishers. Owing to their strength they know they are able to force almost any terms they like. They are troubled very little with economic considerations; reducing the cost of production is something they do not need to bother their heads about—that is for the employer to worry over. All they want is short hours, a good wage and a sure job. So they agree to allow the publisher the saving in time effected through the duplication of type matter by use of matrices, but they insist that all matter so used must be actually set up in type, proofread, distributed, and paid for at regular rates.

It may be and usually is some days after a matrix-made advertisement appears in a newspaper before the compositors begin work upon it; under the rule it must be set up within three months. But imagine if you can the feelings of a compositor as he sets up a Christmas advertisement in February, knowing full well that he is assembling the type only to pull a proof for the satisfaction of the business agent of the union and then throw it all back into the case again. Must he not feel ashamed of himself, must he not feel positively guilty at thus nullifying one of the benefits conferred on mankind by the advancement of science and invention, must not his moral stamina be sapped by taking pay day after day for work which he knows to be absolutely unproductive and useless? And yet this rule is the backbone of the Typographical Union, the union that from the very start has been most prominently identified with the agitation for the eight-hour day, the union, forsooth, that would justify the eight-hour day on grounds of economy, the union that would make more intelligent and more honorable citizens out of our workingmen by shortening their hours of labor.

Perhaps it is significant, perhaps it is only a coincidence that two of the three Executive Officers of the Trades and Labor Congress last year, the officers who were supposed to shape its policy and to whose efforts we are probably indebted for this legislation, which aims to compel a general eight-hour day, that two of its three Executive officers were members of the Typographical Union. Whether it is significant, or whether it is only a coincidence, it at least furnishes another reason why your Committee should see their way clearly to the end of this legislation before recommending its adoption.

Will Eight Hours Be the Minimum?

In this connection it seems pertinent to enquire: "Where is this movement for a shorter day going to stop?" One does not need to go back so very many years in history to find the time when the hours for factory workers in England,

Germany and other European countries ran up to 14 and 15 per day, and hard work at that. Step by step they have been brought down to 12, to 11, to 10, to 9 and in some cases to 8, while each succeeding year has brought with it improved machinery that has made the work easier of performance. This reduction in hours has come about partly as the result of legislation, but probably in a larger measure as the result of negotiation between employer and employee. Where legislation has been enacted it has, of course, helped to standardize for trades other than those to which it directly applied. But it seems reasonable to suppose that intelligent negotiation backed by public sentiment will in most cases secure for the workingman a length of day to which no serious objection can be taken on humanitarian grounds. If an eight-hour day for all trades is economically sound and justifiable by humanitarian considerations, then it will come soon enough, but if it is forced upon us by legislation, before conditions are ripe for the change, it may be accompanied by very serious results. If labor sees that it can invoke legislation to secure concessions unjustifiable on economical grounds, is it not reasonable to suppose that it will be encouraged thereby to demand further concessions that are even more unjustifiable? Have we any grounds for believing that if an eight-hour day is granted now, it will not be followed two, three or five years hence by a demand for a seven-hour day? The printers in some departments already have a 7½-hour day, a fact which in itself serves to indicate the probable trend of organized labor's efforts.

Class Legislation.

Further, is it not relevant to enquire upon what grounds we are asked to single out laborers and artisans for this favored treatment? What about those whose toil is mental rather than physical? Is it not a fact, that can be substantiated by evidence from the medical profession, that more constitutions are undermined by excessive mental labor than are undermined by excessive manual labor? How many office men become nervous and physical wrecks through overwork? How many students break down from overstudy? But we hear no request from these men for a law that will prevent more than a certain number of hours' work in an office, no request for a law that will prevent school teachers and professors from assigning courses of study that call for the burning of midnight oil. Yet the one class is just as deserving of Government protection as the other and apparently far more needful of it.

Summary.

But I will not trespass further upon your time this morning by piling argument upon argument. I prefer rather to rest my case here, and will conclude by summarizing the reasons why those for whom I speak would ask you to report against the legislation under review.

1. There is no evidence to show that it is demanded by any considerable proportion of the workingmen, for whose benefit it is alleged to be framed.

2. It would constitute an unwarranted interference with individual and property rights.

3. The Government, as the trustee of the people, would not be justified in creating fictitious prices for labor and material and buying its supplies at those fictitious prices.

4. A limited working day with overtime prohibited would seriously, if not fatally, handicap Canadian industries in endeavoring to meet the competition of foreign industries not so handicapped.

5. The Act would induce a condition of absolute chaos in shops endeavoring to do both Government and private work.

6. It would restrict production, retard development, enhance prices and pauperize the very people it is intended to benefit.

7. In those trades which embrace operations that must be carried through to a certain stage before they can be interrupted, it would be an utter impossibility.

8. It would seriously disturb labor conditions on the farm and impair the growth of our greatest basic industry.

9. At least two Canadian unions, that have been strong enough to force an eight-hour day on their employers, have abused their power, causing people to doubt the sincerity of the motives they allege in asking an eight-hour day for others.

10. It is class legislation of the most objectionable kind.

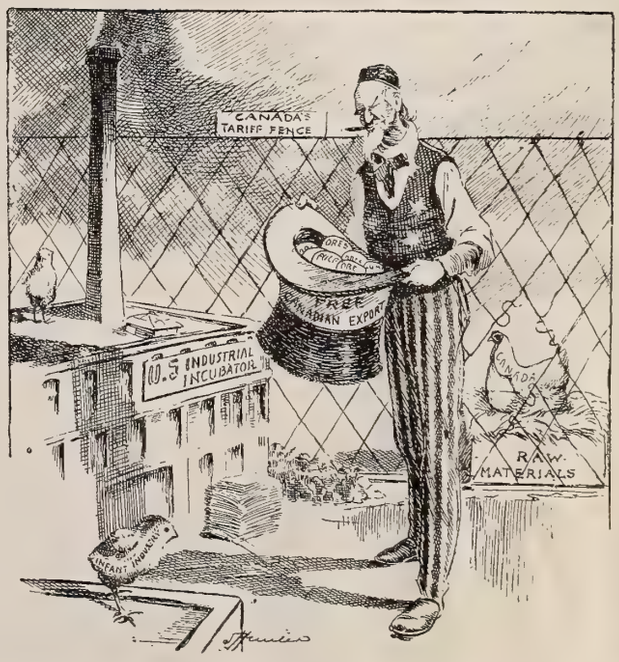
VANCOUVER AND THE TEHUANTEPEC RAILWAY.

The Jebson Line, now operating two steamships of 3,500 tons burden between Vancouver, Sound ports, San Francisco, and Mexico to Salina Cruz, connecting with the Tehuantepec National Railway at Salina Cruz, across the Isthmus to Puerto Mexico, on the gulf, are negotiating for the purchase of two steamers of larger capacity to run in connection with those now in use, giving a fortnightly service between Vancouver, Puget Sound and Salina Cruz. Other vessels owned will probably be put on these routes in the early spring as competitors for the coastwise and Alaskan trade. These contemplated additions to the coastwise and Mexican line fleets indicate that the trade conditions are steadily improving, and that the Port of Vancouver is rapidly assuming a prominent place as a distributing point for goods.

WESTERN BUSINESS OPPORTUNITIES.

An interesting booklet has been issued by the Canadian Pacific Railway on the manufacturing and business opportunities in Western Canada. The information contained in it covers all towns on the lines of the C. P. R., giving the population, location, characteristics of the surrounding country, factories, stores, etc., now in existence and the requirements and possibilities in new lines. Mr. F. W. Peters, Assistant to Second Vice-President, Winnipeg, under whose charge the industrial work of the company has been placed, has amassed a great amount of valuable data which will be of the utmost service not only to those anticipating entering into manufacturing in this country but also to those in every class of business and profession. The book is a complete record of Western Canada in all its commercial aspects. A map is included showing the towns dealt with. A copy of the booklet will be sent on request to Mr. Peters.

A BRIGHT BIRD.



Uncle Sam: "That Canady hen provides the eggs—but I hatch 'em eout."—From The Toronto World.

CHANGES IN FREIGHT RATES DURING MARCH

List of Freight Schedules Filed with the Board of Railway Commissioners During month of March, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 137 E. 1208	Sup. 137 C.D. 23	Mar. 2, '10	Building material between various points.
E. 1910 Cancels E. 1514	I. 88 Cancels I. 63	May 1, '10	Import, Montreal Whf. to points in Canada.
E. 1911 Cancels E. 1076	C.B. 10 Cancels C.B. 6	Mar. 28, '10	Cheese, for storage, branding and inspection at Montreal and reshipment.
Sup. 36 E. 499	Sup. 36 G.T. 60	Apr. 3, '10	Reduction. Class commodities, Montreal and West to New York, etc., for export.
Sup. 7 E. 1691	Sup. 7 C.U. 39	Apr. 2, '10	Commodities between Buffalo, Black Rock, Suspension Bridge and connecting lines in Canada.
E. 1907 Cancels E. 119	B. 14 Cancels G.P. 8	Apr. 1, '10	Classes between Buffalo, Black Rock, Suspension Bridge and stations in Canada.
Sup. 1 E. 1904	Sup. 1 J. 5	Mar. 1, '10	Stamped ware, tinware, etc., Hamilton and Toronto to St. John's, Nfld. Cancelled.
Sup. 13 E. 1011	Sup. 13 C.I. 25	Mar. 10, '10	Wrought iron pipe, c.l., Welland to Guelph, 12c. per 100 lbs.
Sup. 29 E. 150	Sup. 29 G.B.Y. 5	Mar. 10, '10	Wrought iron pipe, c.l., Guelph to Welland, 12c. per 100 lbs.
E. 1929	C.N. 58	Mar. 14, '10	Lighthouse and buoy material, c.l., Prescott to Vancouver, Victoria, Nanaimo, and Westminster, B.C., $2.03 per 100 lbs.
Sup. 138 E. 1208	Sup. 138 C.D. 23	Mar. 16, '10	Building material between various points.
Sup. 37 E. 499	Sup. 37 G.D. 60	Apr. 9, 10	Class and commodity, Montreal and West to New York, Philadelphia, etc.
Sup. 10 E. 1570	Sup. 11 C.U. 36	Apr. 7, '10	Commodities from G. T. stations to points in U. S.
Sup. 15 E. 689	Sup. 15 C.A. 21	Mar. 24, '10	Petroleum and products, Petrolia and Sarnia to various points.
Sup. 6 E. 578	Sup. 6 V. 1	Apr. 22, '10	Class and commodity, stations in Canada to Toledo, St. Louis and Western R.R. points.
Sup. 2 E. 1800	Sup. 2 C.M. 12	Apr. 1, '10	Commodities, G. T. stations to points in Maritime Provinces.
Sup. 8 E. 741	Sup. 8 M. 4	Apr. 1, '10	Class rates, Montreal to points in Quebec.
E. 1942 Cancels E. 1706	M. 13 Cancels M. 12	Apr. 1, '10	Summer rates, Montreal to St. Lawrence River points.
Grand Trunk Railway.			
Sup. 11 E. 1799	Sup. 11 C.Y. 10	Apr. 1, '10	Commodities between various points in Canada.
Sup. 5 W. 213	Sup. 5 G.F.D. 1612	Apr. 16, '10	Class and commodity, G. T. western lines to points in Canada.
E. 1932	C.I. 90	Mar. 17, '10	Pipe (wrought iron), c.l., min. 30,000 lbs., Welland to points in Canada, etc.
E. 1928 Cancels E. 889	C.O. 61 Cancels C.O. 7	Apr. 1, '10	Canned goods, c.l., points in Ontario to various points in Canada.
Sup. 14 E. 36	Sup. 20 G.A. 8	Apr. 21, '10	Class and commodity, G. T. stations to Western U. S. points.
Sup. 11 35	Sup. 29 G.A. 9	Apr. 21, '10	Class and commodity, G. T. stations to Western U. S. points.
Sup. 3 E. 1819	Sup. 3 C.P. 50	Mar. 29, '10	Woodpulp, c.l., from Merritton and Thorold to points in U. S.
E. 1902	C.P. 54	Mar. 28, '10	Woodpulp, c.l., Danville, Bromptonville and Kingsey to points in U. S.
E. 1904 Cancels E. 134	J. 5 Cancels G.B.Z. 2	Mar. 10, '10	Class and commodities, stations in Canada to points on Reid-Newfoundland Ry.
Sup. 4 E. 1124	Sup. 4 J. 2	Mar. 5, '10	Classes, G. T. stations to points on Intercolonial Ry.
Canadian Pacific Railway.			
Sup. 4 E. 1593	Sup. 4 E. 1180	Apr. 2, '10	Paper, c.l., Ottawa, Joliet, etc. to points in U. S.
E. 1710 Cancelling E. 1646	E. 1297 Cancelling E. 1233	Apr. 4, '10	Lumber, Fort William and Port Arthur to points in Illinois West and Mich., 22c. per 100 lbs.
Sup. 2 E. 1619	Sup. 2 E. 1206	Apr. 7, '10	Commodities from C. P. R. stations to points in U. S.
E. 1714	E. 1301	Apr. 1, '10	Canned goods, c.l., between various points in Canada.
E. 1715 Cancels E. 1402	E. 1302 Cancels E. 986	May 1, '10	Import class and commodity, Quebec Whf. to points in Ontario and Quebec.
Sup. 5 E. 1537	Sup. 5 E. 1122	Mar. 14, '10	Absorption of Harbor Commissioners' switching, Montreal Wharf.
Sup. 67 E. 450	Sup. 67 E. 205	Mar. 14, '10	Paper between various points in Canada.
Sup. 15 E. 1539	Sup. 5 E. 1124	Mar. 14, '10	Interswitching at various points.
Sup. 3 E. 1322	Sup. 3 904	Mar. 14, '10	Iron commodities, points in Ontario to various points.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
E. 1730	E. 1317	Mar. 26, '10	Steel rails, c.l., min. 60,000 lbs., Sault Ste. Marie, Ont., to Edmonton, Alta., $8.50 per net ton.
Sup. 16 E. 1588	Sup. 16 E. 1175	Apr. 1, '10	Commodities between various points in Eastern Canada.
Sup. 4 E. 1496	Sup. 4 E. 1081	Apr. 1, '10	Class rates between Montreal and points in Quebec.
Sup. 3 E. 1694	Sup. 3 E. 1281	Apr. 25, '10	Commodities, C. P. stations to Eastern U. S. points.
Sup. 14 E. 1588	Sup. 14 E. 1175	Mar. 17, '10	Commodities between various points in Canada.
Sup. 35 E. 978	Sup. 35 E. 567	Mar. 18, '10	Commodities, Eastern Canada to Manitoba and points Port Arthur and west.
Sup. 6 E. 1589	Sup. 6 E. 1176	Apr. 1, '10	Commodities to points in Maritime Provinces.
E. 1713	E. 1300	Apr. 15, '10	Classes, stations in Quebec to points on B. & M. R.R.
E. 1722	E. 1309	Mar. 19, '10	Steel, c.l., min. 60,000 lbs., Walkerville to Vancouver, Victoria, Nanaimo and Westminster, B.C., 60c. per 100 lbs.
E. 1720	E. 1307	Apr. 15, '10	Commodities, Eastern Canada to Vancouver, Victoria, etc.
Sup. 4 E. 1382	Sup. 4 E. 966	Apr. 1, '10	Summer class rates between Hamilton, Toronto, Ottawa, Montreal, etc.
E. 1704 Cancels E. 1366	E. 1291 Cancels E. 950	May 1, '10	Import class and commodity, Montreal Wharf to points in Canada.
E. 1703 Cancels E. 1356	E. 1290 Cancels E. 940	Mar. 28, '10	Lumber, lath and shingles, C. P. stations to New York, etc., via water from Albany.
Sup. 11 E. 1588	Sup. 11 E. 1175	Mar. 1, '10	Commodities between various points.
Buffalo, Rochester and Pittsburg Railway.			
371 Cancels 194	3117 Cancels 2451	Apr. 3, '10	Fire brick and fire clay, B., R & P. Ry. to points in Canada.
Chicago, Burlington and Quincy R.R.			
232 Cancels 222	1753 F. Cancels 1753 E.	Apr. 1, '10	Class and commodities, C., B. & Q. points to points in Canada.
New York, New Haven and Hartford R.R.			
305 Cancels 292		Apr. 1, '10	Commodity rates, N. Y., N. H. & H. stations to points in Canada.
Delaware and Hudson Railway.			
Sup. 3 807	Sup. 3 A. 650	Apr. 1, '10	Class and commodity, D. & H. points to Canada.
Chicago, Milwaukee and St. Paul Railway.			
95 Cancels 68	4444 B. Cancels 4444 A.	Apr. 2, '10	Canned goods, from C., M. & St. P. Ry. stations to points in Canada.
Baltimore and Ohio Southwestern R.R.			
179 Cancels 158	2011 D. Cancels 2011 C.	Apr. 1, '10	Commodities from Cincinnati to points in Canada.
Pere Marquette R.R.			
1154	2945	Apr. 4, '10	Corn, milled, in transit at St. Thomas.
1151 Cancels 994 and 436	2940 Cancels 25, 75 and 1078	Apr. 1, '10	Class and commodity, P. M. stations to stations in Canada and U. S.
Sup. 17 833	Sup. 17 2149	Mar. 28, '10	Class and commodity, P. M. stations in Canada to Buffalo, Pittsburg, New York, Boston, etc.
Sup. 8 43	Sup. 8 230	Mar. 29, '10	Classes, P. M. stations in Canada to P. M. stations in the U. S.
Pittsburg and Lake Erie R.R.			
Sup. 16 102	Sup. 16 B. 1050	Feb. 25, '10	Class and commodity, P. & L. E. stations to points in Canada.
Pennsylvania R.R.			
187		Apr. 5, '10	Nitrate of soda. Baltimore, New York to Toronto.
53		Apr. 5, '10	Castings, c.l., P. R.R. stations to Bridgeburg, Ont.
Sup. 1 F. 27		Apr. 18, '10	Commodities, P. R.R. lines west of Pittsburg to points in Canada.
174		Apr. 26, '10	Brick, clay and clay products, P. R.R. to Canadian points.
Delaware, Lackawanna and Western R.R.			
Sup. 4 216	Sup. 4 C. 5100	Apr. 1, '10	Commodities, D., L. & W. points to stations in Canada.
Sup. 3 215	Sup. 3 A. 513	Apr. 1, '10	Class rates, D., L. & W. stations to points in Ontario.
Sup. 4 216	Sup. 4 C. 5100	Apr. 1, '10	Commodity rates, D., L. & W. stations to points in Ontario.
Canadian Northern Ontario Railway.			
Sup. 1 181	Sup. 1 132	Mar. 7, '10	Interswitching of c.l. traffic in accordance with Board's supplementary order.
Sup. 10 313	Sup. 10 159	Feb. 28, '10	Commodities between various points.
Wabash R.R.			
435 Cancels 4	10662 Cancels 16849	Apr. 1, '10	Classes, Canadian stations to U. S.
Erie R.R.			
156 Cancels 128	9747 Cancels 9190	Apr. 1, '10	Commodities, New York, Baltimore, etc., to points in Ontario.
444 Cancels 405	I. 5698 Cancels H. 5698	Apr. 20, '10	Class and commodities, stations in Canada to New York, Boston, etc., for export.
Seaboard Air Line.			
Sup. 7 12	Sup. 7 925	Apr. 7, '10	Forest products, Southern points to points in Canada.
Delaware and Hudson Co.			
903 Cancels 881	5401 Cancels 5289	Apr. 8, '10	Spruce extract, c.l., Ausable Forks to Quebec, 16c. per 100 lbs.
904 Cancels 888	5402 Cancels 5328	Apr. 9, '10	Iron ore, c.l., Port Henry, N.Y., to Hamilton and Midland.
905	412½	Apr. 9, '10	Petroleum gelatine, c.l., New York to Montreal, 20c. per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Michigan Central R.R.			
1561 Cancels 20	8290 Cancels 2800	Apr. 15, '10	Class rates, M. C. stations to points on B. & O. R.R.
1560 Cancels 20	8289 Cancels 2801	Apr. 15, '10	Class rates, M. C. stations to points on Penn. R.R.
Sup. 15 1443	Sup. 15 G.F.D. 7960	Apr. 1, '10	Commodities between various points in Canada.
1567 Cancels 231	8306 Cancels 5181	Apr. 30, '10	Class rates, M. C. stations in Canada to Norfolk & Western Ry.
1569 Cancels 222	8308 Cancels 5152	May 1, '10	Classes, M. C. stations in Canada to points on Bessemer & Lake Erie and Western Allegheny railroads.
1563 Cancels 215	8296 Cancels 5125	Apr. 20, '10	Classes, M. C. stations to points on C., C., & L. R.R.
1564 Cancels 100	8298 Cancels 4375	Apr. 15, '10	Classes, M. C. stations to points on D., A. V. & P. Ry.
Louisville and Nashville R.R.			
Sup. 12 104	Sup. 12 1205	Apr. 11, '10	Forest products, L. & N. points to Canada.
Central R.R. of New Jersey.			
Sup. 13 337		Apr. 9, '10	Class and commodity, C. R.R. of N. J. points to Canada.
391 Cancels 67		Apr. 10, '10	Wire, c.l., Allentown to Levis, P.Q., 22c. per 100 lbs.
Sup. 9 336		Mar. 28, '10	Classes, C. R.R. of N. J. points to stations in Ontario.
384 Cancels 18-344		Mar. 28, '10	Cast iron pipe, c.l., Newark, N.J., and Phillipsburg, Pa., to Ottawa and Valleyfield.
Sup. 2 363		Apr. 12, '10	Commodities, New York import to points in Canada.
398 Cancels 367		Apr. 16, '10	Iron and steel, C. R.R. of N. J. points to Montreal.
New York Central and Hudson River R.R.			
1623 Cancels 128	A. 16143 Cancels A. 1239	Apr. 16, '10	Printing and wrapping paper, c.l., Piercefield to Outremont. Proportionate rate.
Cincinnati, Hamilton and Dayton Railway.			
232 Cancels 203	5284 A. Cancels 5284	Apr. 22, '10	Class and commodity, C., H. & D. stations to Canada.
Cleveland, Cincinnati, Chicago and St. Louis Railway.			
Sup. 3 176	Sup. 3 1094 B.	May 1, '10	Brick, c.l., C., C., C. & St. L. stations to points in Canada.
196 Cancels 123	859 D. Cancels 859 C.	Apr. 15, '10	Billets, pig iron, etc., C., C., C. & St. L. stations to points in Ontario.
Duluth, South Shore and Atlantic Railway.			
242 Cancels 239	10554 Cancels 10478	Apr. 11, '10	Pig iron, c.l., Newbury and Marquette, Mich., to points in Canada.
Central Freight Association.			
148 Cancels 107	81 B. Cancels 81 A.	Apr. 28, '10	Paper, strawboard, etc., stations in Canada to Illinois, Michigan, etc.
Sup. 3 127	Sup. 3 91 A.	Apr. 14, '10	Billets, etc., points in Illinois, Ohio, etc., to points in Ontario.
Sup. 3 130	Sup. 3 117 A.	Apr. 15, '10	Iron and steel, points in Western States to points in Ontario.
Toledo, Peoria and Western Railway.			
7 Cancels 3		Apr. 15, '10	Class and commodity, T., P. & W. points to stations in Canada.
Chicago and Eastern Illinois R.R.			
50	4500	Apr. 15, '10	Commodities, points in Illinois, Indiana, etc., to stations in Ontario.
Transcontinental Freight Bureau.			
Sup. 1 268	Sup. 1 5 F.	May 2, '10	Class and commodity, Eastern Canada to North Pacific Coast points.
Sup. 5 256	Sup. 5 3 H.	Apr. 25, '10	Class and commodity, California terminals to points in Canada.
Canadian Northern Railway.			
Sup. 2 365	Sup. 2 600	Feb. 23, '10	Interswitching at Edmonton and Nutana with G. T. P. Ry.
Western Trunk Line.			
Sup. 3 A. 32	Sup. 3 44	Apr. 1, '10	Lumber, sash, doors and blinds, c.l., points in Iowa and Illinois to Sarnia and Windsor.
Canadian Northern Quebec.			
Sup. 5 84	Sup. 5 12 A.	Mar. 31, '10	Classes, points in Ontario to Duluth, St. Paul, etc.
Mineral Range R.R.			
2 Cancels 1	230 Cancels 179	Mar. 28, '10	Copper, c.l., points in Michigan to Hamilton, Toronto and Montreal.
Illinois Central R.R.			
Sup. 1 A. 99	Sup. 1 1769 C.	Mar. 28, '10	Commodities, Ill. Cent. stations to points in Canada.
Pittsburg, Cincinnati, Chicago and St. Louis R.R.			
Sup. 7 P. 21		Mar. 25, '10	Class and commodity, P., C., C. & St. L. stations to points in Canada.
Louisville and Nashville R.R.			
Sup. 11 103	Sup. 11 1198	Mar. 27, '10	Class and commodity, L. & N. stations to points in Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

605 **Agricultural Implements.**—An Amsterdam firm will be pleased to get into touch with Canadian manufacturers of agricultural implements.

606 **Birch Bars.**—A firm of timber brokers in the North of England are open to hear from a manufacturer or shipper in Canada of birch bars for spool and bobbin making. Sizes 2 to 4½ feet long, in 1, 1¼ and ½-inch squares.

607 **Brooms and Grindstones.**—A Newfoundland firm is prepared to purchase brooms and grindstones.

608 **Campers' and Prospectors' Supplies of all kinds, Medicine Chests, etc.**—A firm of camp outfitters have recently opened a store in Alberta, and are open to purchase various supplies of the above nature.

609 **Carts and Carriage Stock.**—A South African firm desires to be placed in touch with Canadian exporters of carts, carriages, and carriage stock, including wheel rims, hubs, spokes and felloes.

610 **Churns, Cream Separators, etc.**—A South African importer desires to be placed in touch with Canadian shippers of churns, cream separators and all kinds of dairy implements and supplies. Quotations to be c.i.f. East London.

611 **Cotton Duck.**—A prominent firm of manufacturers in Glasgow, Scotland, wishes quotations on cotton duck. Will pay cash on delivery.

612 **Curled Hair, Hogs' Hair, etc.**—A manufacturer of curled hair in Auckland, New Zealand, is open to purchase curled hair, black, white and gray, also hogs' hair.

613 **Cutlery.**—A large South African firm desires to be placed in touch with Canadian shippers of cutlery. Quotations to be c.i.f. Port Elizabeth.

614 **Dairy Machinery.**—Enquiry is made by an Indian firm for the names of Canadian manufacturers of dairy machinery.

615 **Enamelware.**—A South African firm desirs to be placed in touch with Canadian shippers of enamelware. Quotations to be c.i.f. Port Elizabeth.

616 **Excelsior.**—A Manchester firm asks for samples and prices of excelsior from Canadian exporters.

617 **Flour.**—An Amsterdam firm is desirous of getting into touch with Canadian milling companies.

618 **Flour.**—An important dealer of Amsterdam is desirous to make a connection with a large milling company that can supply a regular demand, and with whom he can be in a daily connection by cable or otherwise when necessary.

619 **Flour.**—An Amsterdam firm will be pleased to get into touch with Canadian flour mills.

620 **Flour, Oats, etc.**—A firm in Guadeloupe wishes to get into communication with firms in Canada in a position to export flour, oats, etc., and horses to that island.

621 **Furniture.**—A South African firm desires to be placed in touch with Canadian exporters of furniture of all kinds.

622 **General Hardware.**—A large South African firm desires to be placed in touch with Canadian shippers of general hardware. Quotations to be c.i.f. Port Elizabeth.

623 **General Hardware.**—A South African firm desires to be placed in touch with Canadian exporters of general hardware.

624 **German Representatives.**—A prominent firm of importers' agents, with excellent connection in Hamburg, Germany, would be glad to hear from Canadian exporters wishing to take advantage of the removal of the surtax on Canadian goods entering Germany.

625 **Hardware and Machinery.**—An Amsterdam firm, being large dealers in hardware and machinery, will be pleased to get in touch with Canadian manufacturers of machine tools.

626 **Incandescent Gas Mantles.**—A Philadelphia firm wishes quotations on 1,000-gross-lots of gas mantles from Canadian manufacturers.

627 **Leather.**—A Newfoundland firm wishes to buy Canadian leather.

628 **Linseed Cakes.**—An Amsterdam firm is desirous of getting into touch with Canadian exporters of linseed cakes.

629 **Machinery.**—A South African importer desires to be placed in touch with Canadian shippers of agricultural implements and machinery. Quotations to be c.i.f. East London.

630 **Machinery, second-hand, British Agents.**—A well-known firm of machinery dealers in London, England, are anxious to get in touch with Canadian firms having second-hand plant and machinery for sale.

631 **Methyl Alcohol and Calcium Carbide.**—A correspondent at Cologne, Germany, wishes to purchase Canadian methyl alcohol (wood spirit), and also calcium carbide.

632 **Oatmeal and Oats.**—A Newfoundland firm desires to be placed in communication with exporters of oatmeal and oats.

633 **Patent Cloth-cleaning Pad.**—A barrister in Philadelphia, Pa., is anxious to get in touch with Canadian manufacturers of domestic specialties who would be prepared to undertake the manufacture in Canada of a patent device for cleaning cloth.

634 **Patent Medicines, Veterinaries' Remedies.**—A firm of patent medicine makers in the Province of Quebec are anxious to get in touch with a few reliable firms in different parts of the country who can facilitate the sale of certain specifics which they are manufacturing, and which are claimed to be very efficient.

635 **Pick Handles.**—A Manchester firm asks for sizes and prices of pick handles from Canadian manufacturers.

636 **Ploughs and Agricultural Machinery.**—A South African firm desires to be placed in communication with Canadian exporters of ploughs, agricultural implements and agricultural machinery.

637 **Pulp, Wet Wood.**—A prominent firm of pulp brokers in London, Eng., wish quotations on considerable quantities of the above pulp to Rouen, France.

638 **Sanitary Appliances, Pipe, Plumbers' Supplies.**—Owing to the passing of a law making considerable changes of sanitary regulations in St. John's, Newfoundland, there will within the next next year be over $100,000 worth of the above supplies required in that city. Manufacturers interested should communicate with this office.

639 **Skewers.**—A Manchester firm asks for all kinds of butchers' skewers (wood) from Canadian manufacturers of same.

640 **Soap.**—A Newfoundland firm is in a position to purchase soap.

LABOR ENQUIRIES.

1 **Electro Plater, Enameller, etc.**—British mechanic fully qualified in the above trades seeks work in Canada in these trades. Well recommended.

2 **Gold Chain Maker,** with thorough trade in the gold chain making in Birmingham, Eng., will come to Canada if he can secure position in his own trade.

3 **Office Assistant.**—Young Englishman, whose father is coming to Canada shortly, is anxious to secure a position in a Canadian establishment so that he can accompany his father.

4 Experienced Electrician, Fitter, etc.—Thoroughly qualified mechanic who has had charge of electric lighting plants in England for several years and is thoroughly experienced for work around electrical machinery, steam boilers and engines, etc., is seeking a position in Canada in this trade or as a general mechanic. References.

AMONG THE INDUSTRIES

ONTARIO.

A new City Hall is planned for Brantford.

Lever Bros. will build an addition to their factory in Toronto.

Brockville will rebuild some bridges in that town at a cost of $16,000.

A new Departmental Building will be erected by the Government at Ottawa.

The American Carbon Co. will build a Canadian branch factory in Toronto.

A new Registry Office for North Perth will be erected in Stratford this Summer.

A new town hall will be built at Southampton, at a cost of approximately $12,000.

A rink will be built this Summer at Carleton Place. The cost is estimated at $15,000.

The Welland Glass Manufacturing Co. will put up a factory in that town this year.

The town of Fort Erie will spend $50,000 on the construction of a water works plant.

The Geo. W. White Sons & Co. will build a $40,000 addition to their plant in London.

The Georgian Bay Shook Mills, Midland, Ont., may erect an additional dry kiln this year.

The Knechtel Furniture Co. will build a five storey reinforced concrete factory in Hanover.

Plans are being drawn for an isolation hospital for Peterborough, to cost not more than $12,000.

The Sawyer-Massey Co. will build an additional factory building. Contracts have already been let.

The Office Specialty Co. will erect an $80,000 addition to their factory in Newmarket this Summer.

The Toronto Showcase Co. will build a new two-storey factory on Carlaw Avenue, Toronto, at a cost of $32,000.

A new metallurgy building will be built in connection with the School of Mines at Kingston. It will cost $40,000.

The N. C. Polson Co. will erect a factory and warehouse in Kingston this year. It will be of cement construction.

The T. Eaton Co. have purchased the Weir Wardrobe factory in Mount Forest and will operate it as a furniture factory.

The Union Iron Works Co. will erect extensive shops in Parry Sound, Ont. Machine shops, a foundry, docks, etc., will be erected. H. Bryan Gilbert, architect, Toronto, is in charge.

E. T. Wright & Co., Hamilton, will extend their plant this year.

Contracts have been let for the erection of a tack factory in Morrisburg, Ont.

The Port Arthur Steel & Wagon Co. will build a factory in that town this Summer.

It is understood that the Dodge Manufacturing Co. will erect a warehouse in Toronto.

The Nursery Shoe Co., of Toronto, are reported to be about to locate their plant in St. Thomas.

The Hobbs Manufacturing Co., of London, will proceed at once with the erection of an addition to their factory.

The Playfair Co. have placed an order with the Collingwood Shipbuilding Co. for a new boat which will be the largest one on the Canadian register operating on the Great Lakes. The boat will be 525 feet in length and will have a capacity of 10,000 tons of iron ore on a draft of nineteen feet. It will cost about $375,000.

An indication of the electrical development which is taking place in Canada is given by a number of contracts which have recently been placed with the Canadian General Electric Co., Toronto. The Electrical Development Company of Ontario, who are duplicating their output at Niagara Falls, have placed an order calling for three enormous generators of 15,000 horsepower each, which establishes a world's record for size of individual units. Another contract of equal importance has been closed with the Ontario Power Company, who are also largely increasing their output at Niagara Falls, and have placed their order for three generators of 12,500 horsepower each. Still another contract of record-breaking magnitude has been closed with the Western Canada Power Company of Vancouver for two generators of 10,000 horsepower each, making a total of over 100,000 in these three contracts alone, in addition to about as much again made up of a multitude of smaller contracts. All of this has been accomplished so quietly that one hardly realizes its tremendous importance, not only to the manufacturing company but to Canada as a whole. The addition of 200,000 horsepower to the output of producing electrical companies means that they must see ahead a market for the use of that amount of power, which in turn means that millions of dollars will be spent in new mills, factories, and machinery, and additional employment given to thousands of workmen in our own country.

WEST.

The Vulcan Iron Works, Winnipeg, will erect a blacksmith shop this Summer.

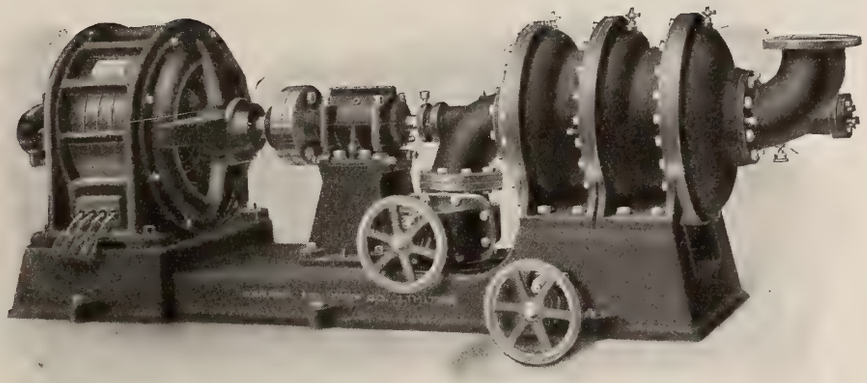
The International Harvester Co. will build a $75,000 warehouse in Brandon, Man.

The Kootenay Jam Company, of Nelson, B.C., will make an addition to their plant this year.

The National Paper Mills Co., New Westminster, B.C., a newly organized company, are looking for a site for their mills.

The Manitoba Cold Storage Co., Winnipeg, will add three storeys to their present building. With equipment this will cost $80,000.

TURBINE PUMPS



Single and Multiple Stage

Low Cost of Installation

Simple in Construction and Maintenance

Effecting Great Saving in Space and Cost of Installation

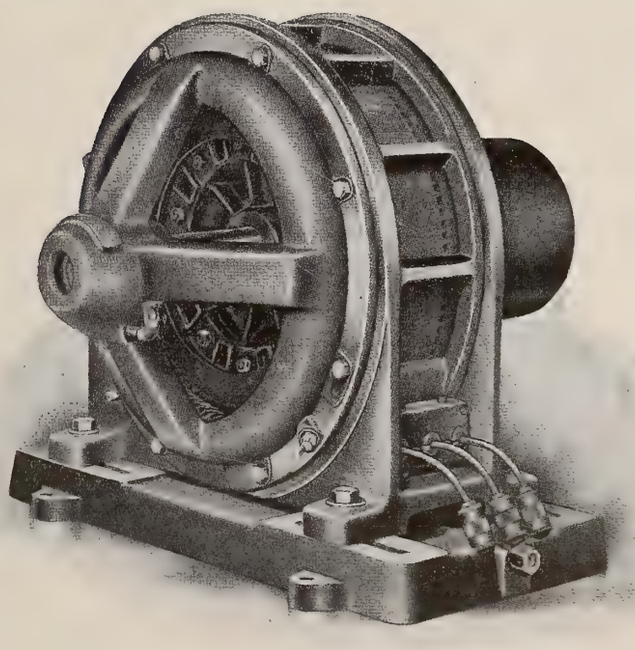
CANADA FOUNDRY COMPANY, Limited

Head Office, TORONTO

MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND

INDUCTION MOTORS

SUITABLE FOR ALL PURPOSES



Skeleton Frame

Thorough Ventilation

High Efficiency Over Wide Load Ranges

Form "K" Induction Motor

CANADIAN GENERAL ELECTRIC CO., Limited

Head Office, TORONTO

MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND

The Thomas Ryan Shoe Co. will erect a warehouse in Saskatoon.

B. Stringer will erect a warehouse in Calgary at a cost of $30,000.

The Imperial Bank will erect a branch building at Revelstoke, B.C.

The bank of British North America will build a branch at Saskatoon.

P. Burns & Co., of Calgary, will build a large packing plant at Edmonton.

The Cardston Implement Co. are building a warehouse at Cardston, Alta.

The G. F. and J. Galt Co. will erect a five-storey warehouse in Calgary, Alta.

The Manitoba Glue Co. are reported to be about to erect a factory in Winnipeg.

A tannery will be established at St. Boniface, Man., by McElroy & Hurtubise, of Montreal.

The Mullins Tanning Co., of Winnipeg, will build an addition to their plant this year.

The Winnipeg Land and Mortgage Co. will erect an office building in Winnipeg at once. Plans have already been accepted.

The Nelson Paper Co., of Minneapolis, Minn., will build a Canadian plant.

A foundry will be established in Saskatoon by John East, of Edmonton.

A flour mill will be erected at Vermilion, Alta., by Peter Wiebe, of Langham, Alta.

W. K. Houston will build a warehouse in Victoria, B.C.

The Vancouver Milling & Grain Co. will erect mills this Summer in that city.

The Henderson Manufacturing Co. will build a five-storey building in Winnipeg this year, at a cost of $35,000.

QUEBEC.

The Montreal Street Railway Co. will erect extensive repair shops in the north end of the city.

The Tetreault Shoe Company will build a five-storey factory, 500x50 feet, and a five-storey warehouse, 212x90 feet, in Montreal. C. A. Reeves, Montreal, is the architect in charge.

The Holland Varnish Co. will erect a factory building in Montreal. T. Pringle & Sons, Coristine Building, Montreal, are the architects in charge.

The Montreal Steel Works will build a new foundry.

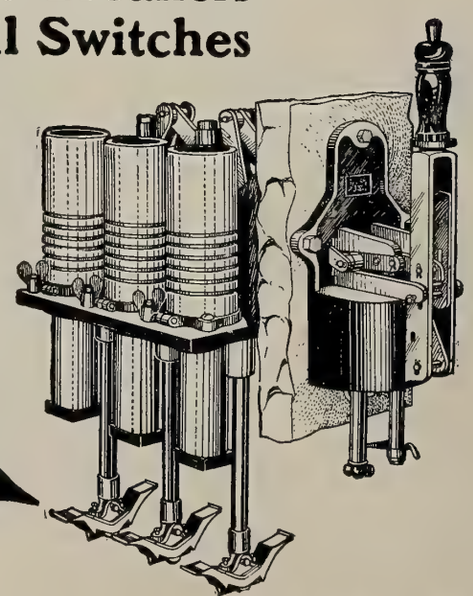
The Quebec Bank will erect a branch building at Three Rivers, Que.

CONDIT Circuit Breakers *and* Oil Switches

meet the demand for a safe device to control potentials up to any voltage required. They are made in both the automatic and non-automatic types, the former being so arranged that it cannot be held closed when an overload or a short circuit exists on the line.

On request, we send Free Booklet No. 211 containing the full particulars.

THE accompanying illustration of Type D, Automatic A. C. Oil Circuit Breaker, to control potentials not exceeding 15,000 volts, shows our well-known laminated, brush contacts which allow ample contact surface and permit a wider opening, thereby ensuring a more reliable rupture.



Address Our Nearest Office

MONTREAL
Corner Notre Dame and Guy Streets

TORONTO
60 Front Street West

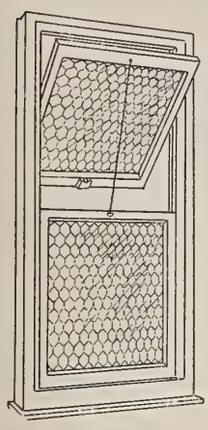
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599 Henry Avenue

VANCOUVER
918 Pender Street

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THE NORTHERN ELECTRIC AND MANUFACTURING CO. LIMITED

Manufacturers and suppliers of all apparatus and equipment used in the construction, operation and maintenance of Telephone and Power Plants



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¶ Our fireproof windows meet the rigid requirements of Canadian Fire Underwriters Association.

By installing them in your factory you can reduce your fire insurance rate. Our

Fireproof Windows

have exclusive patented features. The style shown in cut is in great demand. The window is held open by a chain which has a fusible link. No fire can enter through this window, as the mere heat of a match will melt this link, which causes the chain to part, and the weight of the window closes it automatically.

We have a leaflet which illustrates and describes our fireproof windows fully. You can read it in three minutes—and it's certainly worth while reading

Send for a Copy

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

"Only the Best will Successfully Stand the Test."
—The Philosopher of Metal Town.



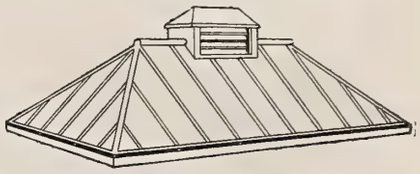
"METALLIC" SKYLIGHTS

Are Practically Imperishable

THE frame work is of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass is ***Absolutely Fireproof.***

"Metallic" Skylights are very durable and have special exclusive features which make for superiority.

WE MAKE ALL SHAPES AND SIZES



We also manufacture "Eastlake" Steel Shingles, Metallic Ceilings and Walls, Metallic Cornices, Conductor Pipe and Eavetrough, Corrugated Iron, Fireproof Glass Windows and Doors, etc.

Our Catalogue No. 70 will interest you. Write for it.

THE METALLIC ROOFING CO. LIMITED

Manufacturers and Exporters

TORONTO and WINNIPEG

DEATH OF MR. G. R. PROWSE.

The death occurred on March 26th of Mr. George R. Prowse, in his 74th year. Mr. Prowse was one of the pioneer hardware merchants of Montreal. During his whole life he was engaged in the manufacture of stoves, refrigerators and other heavy hardware, having succeeded his father in a business already well established. His commercial and other activities gained for him a wide circle of friends throughout the Dominion. He was a member of the Canadian Manufacturers Association.

ANOTHER TRANS-ATLANTIC CABLE.

Mr. George G. Ward, vice-president and general manager of the Commercial Cable Company, has announced that, in view of the public demand for increased cable facilities and greater speed of transmission, the Commercial Cable Company will proceed at once to lay an additional Transatlantic cable. This will be the sixth cable which the Commercial Cable Company own between Europe and America, and will greatly accelerate the Transatlantic cable service.

On April 1st The Tallman Brass & Metal Co. will start to manufacture Brass Finished Goods. They are installing the latest machinery for this line. Since moving to their new plant last November they have doubled their output in Brass Castings, Arctic Metal and Solder.

N. B. Detwiler, trustee for I. E. Shantz & Co, announces that the business will not be reorganized or continued. The plant, including buildings and machinery, are now for sale.

Send for "Bedtime." a book about Bedsteads

QUALITY BEDS LIMITED
MANUFACTURERS WELLAND CANADA

TRADE MARK ON EVERY BED

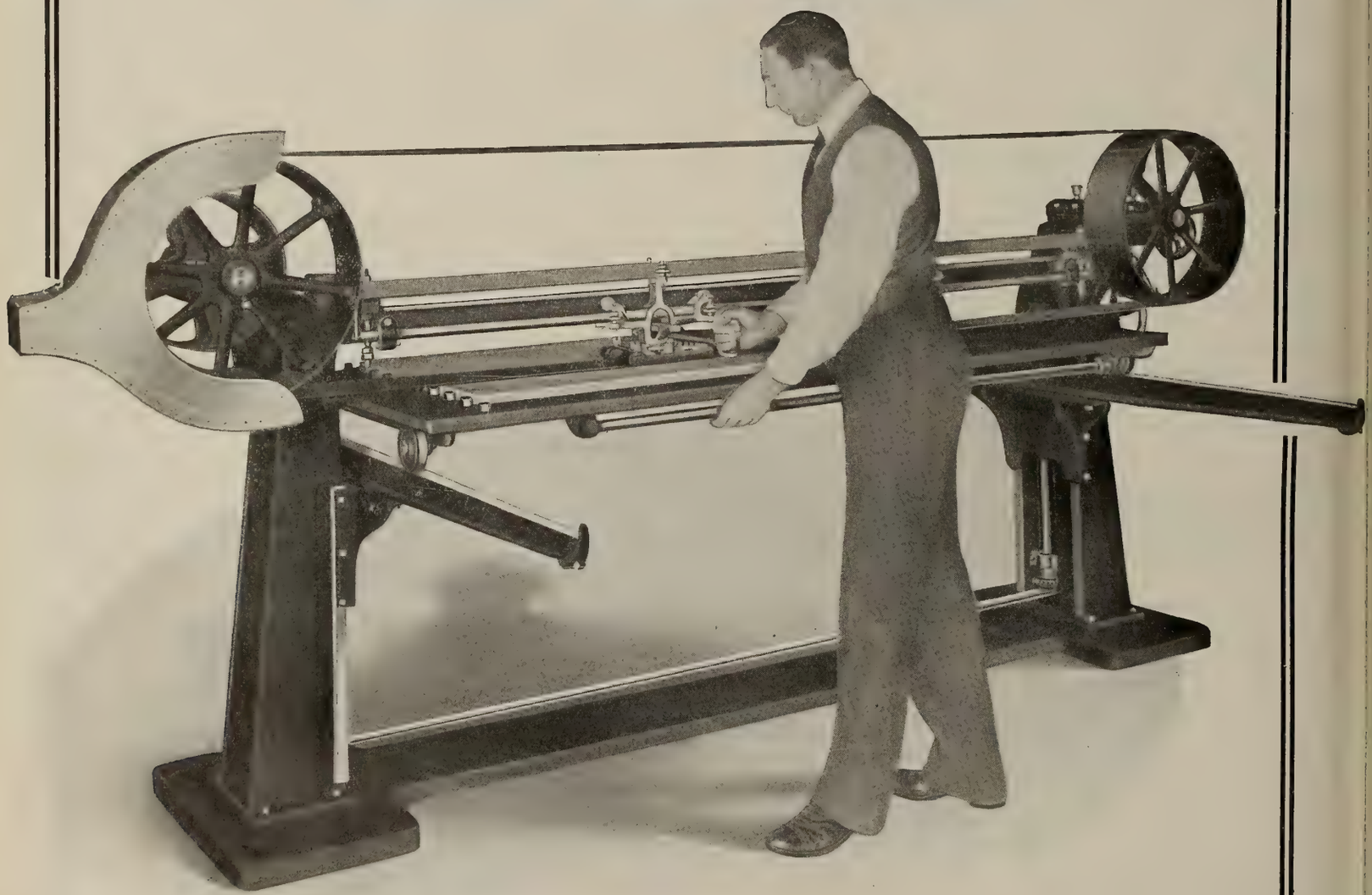
Beds of Quality

Artistically Constructed

Beautifully Finished

HERE IS A MONEY SAVER!

The Lucas Panel Belt Sander



We have recently secured the Canadian rights on this machine, which, after thorough investigation we found to be one of the greatest money savers ever introduced into a wood-working plant.

Note its simplicity.
Does not require an expert to operate.
The nearest approach to hand sanding on the market.

This Sander is built in two sizes to take stock 8ft. x 42in. x 18in. and 6ft. x 42in. x 18in. Send for our detailed catalogue and let us quote prices.

Hespeler Machinery Company, Limited

HESPELER, ONTARIO, CANADA

UNION ASSURANCE SOCIETY

MERGED IN THE

Commercial Union Assurance Company Limited of London

Total funds exceed - - - $86,250,000

Deposited with Canadian Government $877,280

SECURITY UNEXCELLED

THE ACADIA FIRE INSURANCE COMPANY

OF HALIFAX, N.S.

Capital Subscribed - - - -	$400,000
Capital Paid-up - - - -	300,000
Total Cash Assets -	$507,671
Uncalled Capital - -	100 000
	$607,671
Liabilities - - - -	$ 64,400
Surplus - - - -	543,271

"MADE IN CANADA"

T. L. MORRISEY, MANAGER

Corner St. James & McGill Streets - - - MONTREAL



We think quality just as important in tinware as anything else. Compare our goods with others.

MACDONALD MANUFACTURING COMPANY, LIMITED.

PLAIN AND DECORATED TIN BOXES AND SIGNS.

Head Office and Works **TORONTO** — 39 St. Antoine St. **MONTREAL** — 111 Lombard St. **WINNIPEG**

CABLES GERMAN

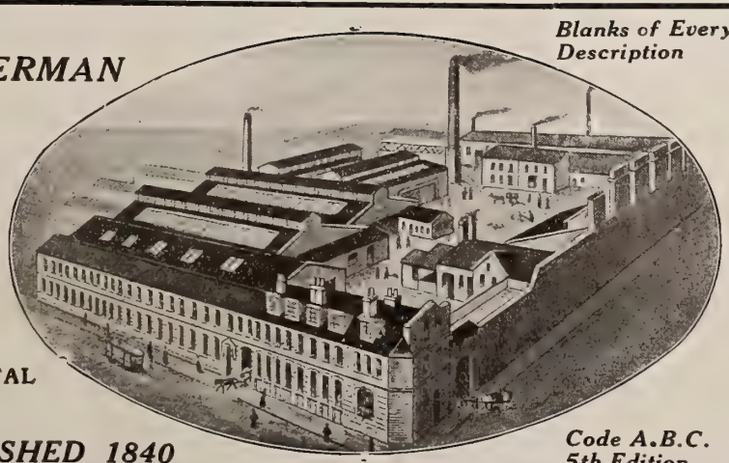
GERMAN SILVER

COPPER

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PLAIN ROLLED AND ORNAMENTAL WIRES

ESTABLISHED 1840



Blanks of Every Description

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ENGLAND

Manufacturers of

German Silver, Copper and Brass Sheet Metal

Also Wires of all Description for Silversmiths and Electro-Plate Manufacturers

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The Most Complete Pattern Book Ever Issued to the Trade

COST *vs.* PROFIT

The style of Union Couplings you use for the pipe connections in your plant will mean much to you.

The First Cost

of Dart Unions is a little more than for the cheap unions.

But Dart Unions

have no upkeep cost. They are always tight, never need attention and yet may be unjoined and joined at will.

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our Booklet and a sample Union for test.

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High Quality, Close Price

That's the ideal combination you are looking for when purchasing supplies, and that is what you get when you purchase Greening goods. Our : : : : : : :

WIRE

Cotton and Wool

Drying Floors

are woven in special oblong and square meshes, and are used in Canada's best mills. Before placing orders elsewhere be sure and get our samples and prices. We manufacture all kinds and sizes of

Wire Cloth, Perforated Metals
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Our great facilities mean unusually prompt shipment of all orders.

The B. Greening Wire Co., Ltd.

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Long and Short Leaf Yellow Pine, B.C. Fir, White and Red Oak, Spruce, Cedar, Canadian White and Red Pine, Hemlock, &c.

LUMBER

Rough and Matched Lumber of all kinds, Hardwood Flooring, Lath, Shingles, Mouldings, Turnings, etc. : : : : : : : :

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LUMBER AND TIMBER MANUFACTURERS

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THE WIRE & CABLE CO'Y Montreal

The Northern Electric and Manufacturing Co., Limited.

Sales Agents Toronto, Winnipeg. Calgary, Regina, Vancouver.

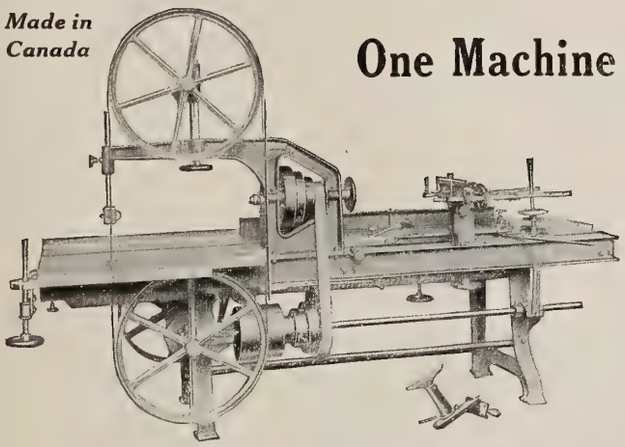
ELECTRICAL wires and cables for all purposes—paper and rubber insulated lead covered cables; rubber covered wire; weather-proof wire; flexible lamp cord; bare copper wire, etc.

CRAIN COMBINATION WOODWORKER

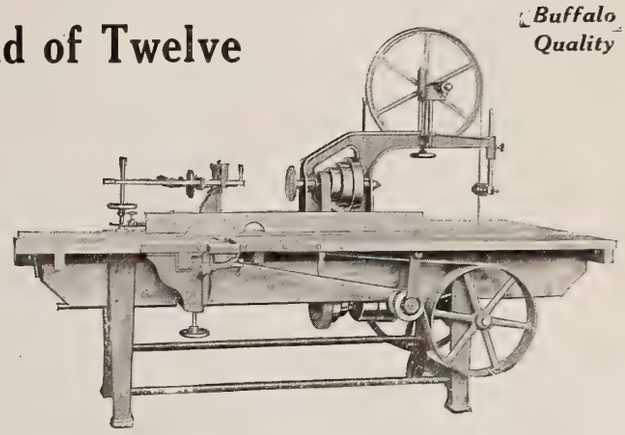
Made in Canada

One Machine Instead of Twelve

Buffalo Quality



View Showing Lathe and Band Saw Side of Woodworker



View Showing Circular Saw and Planer Head Side of Woodworker

This woodworker combines in a machine occupying a floor space $3\frac{1}{4}$ x $9\frac{1}{2}$ feet, all the operations possible on the following individual machines: Lathe, Boring Machine, Drill, Band Saw, Rip Saw, Cross-cut Saw, Planer, Sander, Sizer, Equalizer, Shaper, Tenoner. No extra attachments are required. It is only necessary to insert the necessary tool, just as on the individual machine.

Write for Catalogue 178 C.M. Sec. H.

CANADIAN BUFFALO FORGE COMPANY, Limited

MONTREAL, QUEBEC



FACTORY HEATING and VENTILATION

BY

The Simplest and Most Economical System Known

THE

Sheldon Fan System

Consisting of

A Pipe Coil Heater, using exhaust or live steam, or both, which can be arranged for gravity return to a boiler located on the same floor.

A Blower, fitted with Sheldon Multivane Runner, which can be operated by any convenient power, most economically by a Direct Connected Engine, the actual operating cost of which amounts to only a small percentage of the heat in the system passing through the fan engine, the remainder being utilized in the heater, into which the engine exhausts.

Fan, Heater and Engine are centralized in one compact apparatus.

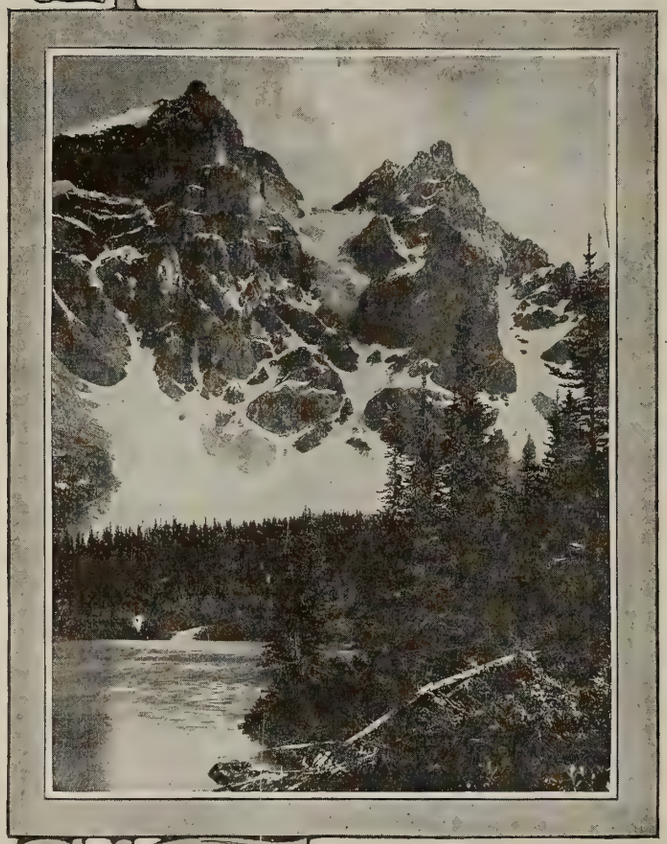
The Fan can be so arranged to take all or any part of its air supply from outside or inside the building, as desired.

The warm air is conveyed through ducts or flues and distributed throughout the entire building.

Let Us Tell You More About It

SHELDONS LIMITED — Galt, Canada

50 SWITZERLANDS IN ONE



CANADIAN ROCKY MOUNTAINS

MORAINE LAKE

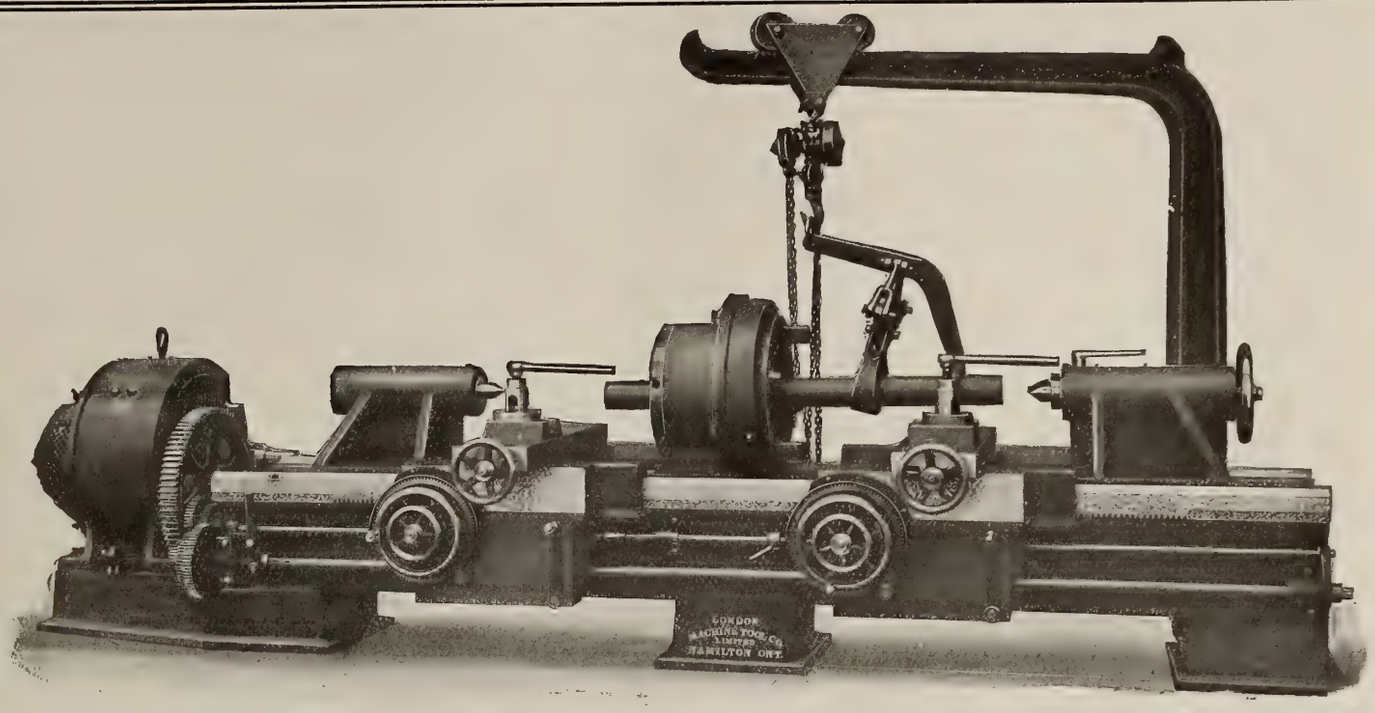
Near Lake Louise Hotel, in the Canadian Rockies, is this wonderful Morain Lake. Words fail to tell of the beauty of this region, which is one of the scenic marvels of the world. Here a most delightful vacation may be enjoyed. A paradise for the mountaineer, geologist, naturalist and mineralogist.

Send for "Challenge of the Mountains."

COMFORTABLY REACHED BY THE LUXURIOUS TRAINS OF THE

CANADIAN PACIFIC RAILWAY

ROBERT KERR PASSENGER TRAFFIC MANAGER
MONTREAL.



HEAVY DOUBLE AXLE LATHES

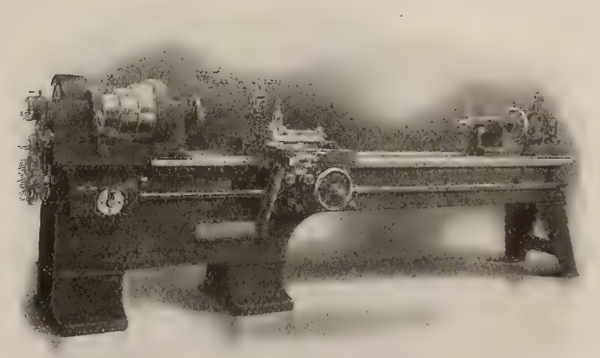
DESIGNED FOR TURNING CAR, COACH & LOCOMOTIVE AXLES USING HIGH SPEED STEELS TO THEIR LIMIT

WRITE US FOR FULL PARTICULARS

LONDON MACHINE TOOL CO., Limited

HAMILTON, - - CANADA

A GAP LATHE



To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect.

All labor-saving features are embodied, and workmanship is strictly first-class.

WE MAKE ENGINE LATHES AS WELL

PARTICULARS ON REQUEST

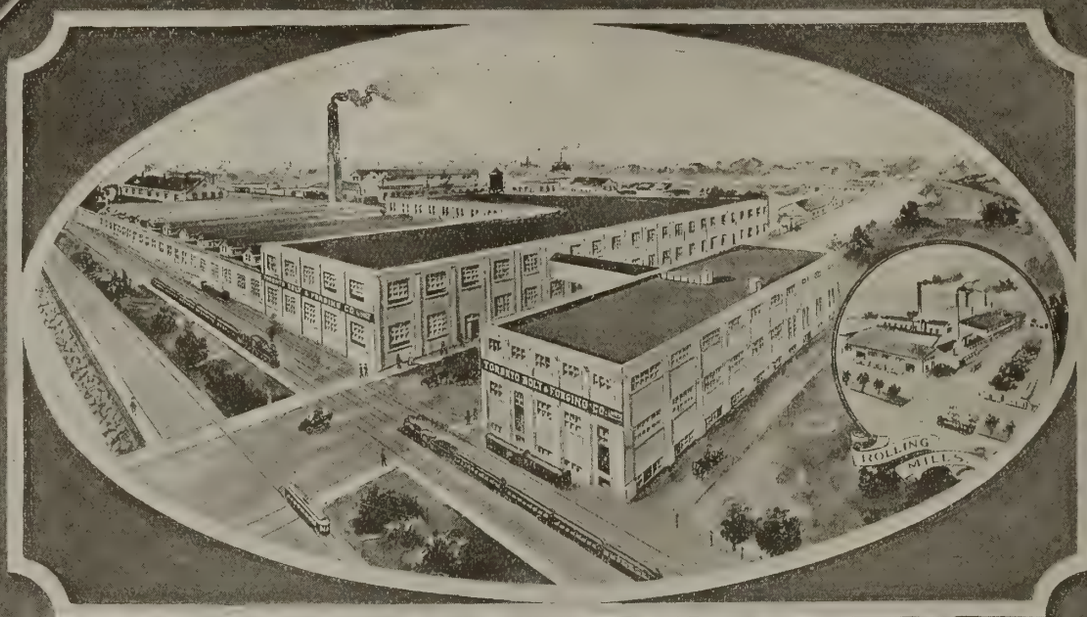
THE R. McDOUGALL CO., LIMITED

GALT - - CANADA

MAKERS OF
BOLTS OF ALL KINDS

NUTS

RIVETS

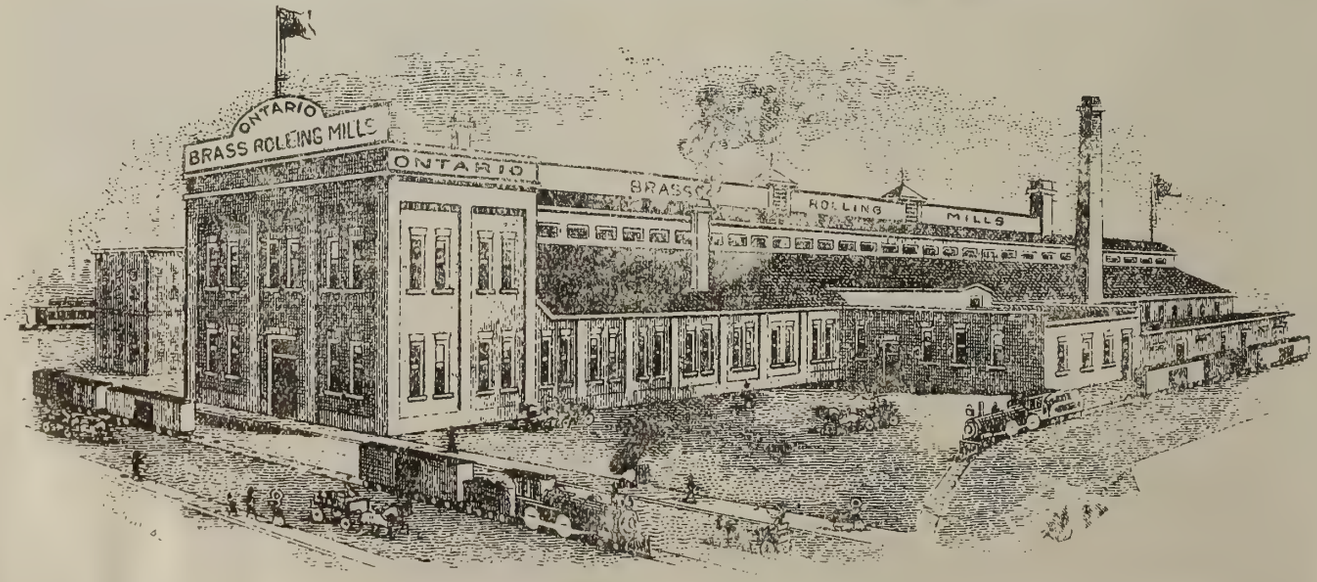


TORONTO BOLT AND FORGING CO. LIMITED
TORONTO, CANADA.

The Ontario Brass Rolling Mills

LIMITED

Manufacturers of BRASS, COPPER, BRONZE and
GERMAN SILVER in Sheets, Plates and Rods



The product manufactured by this Mill is giving the greatest satisfaction to every manufacturer, buying OUR METAL. Our repeat orders are larger every time. Extensive additions have been made to our Buildings and more promoted. Much new and modern machinery has been installed, so that we are now in a position to fill quickly every order given us.

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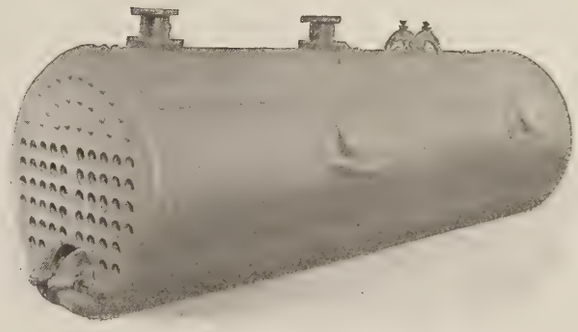
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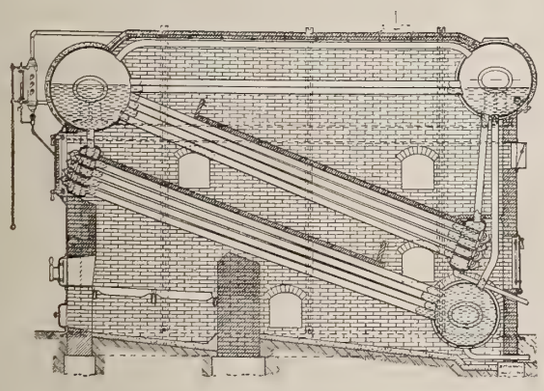
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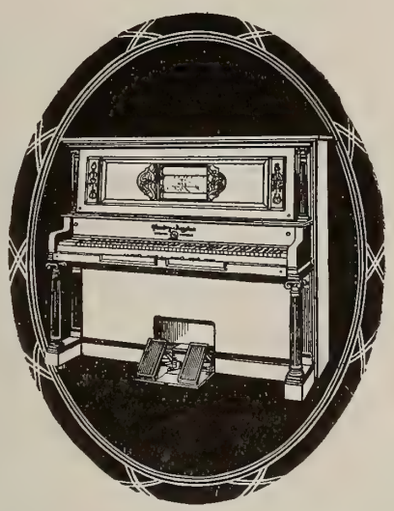
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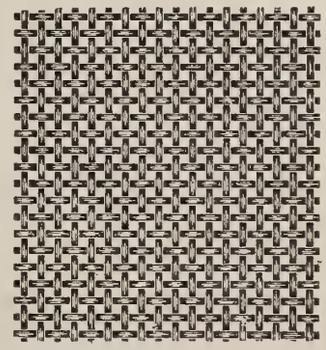
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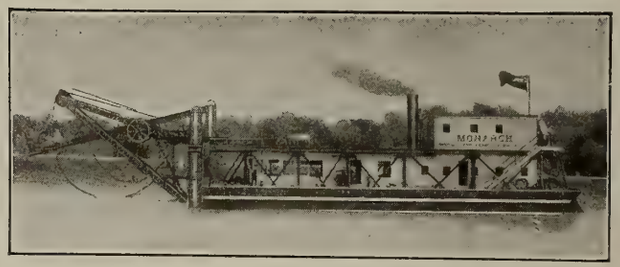
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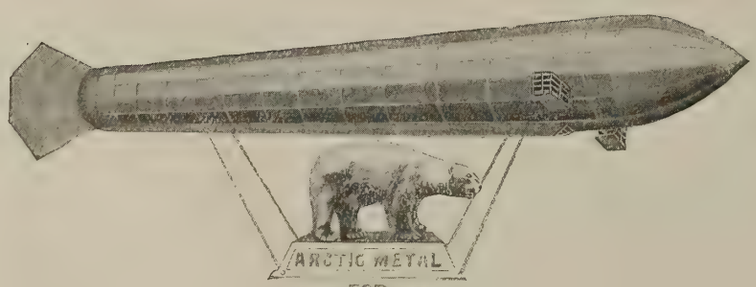
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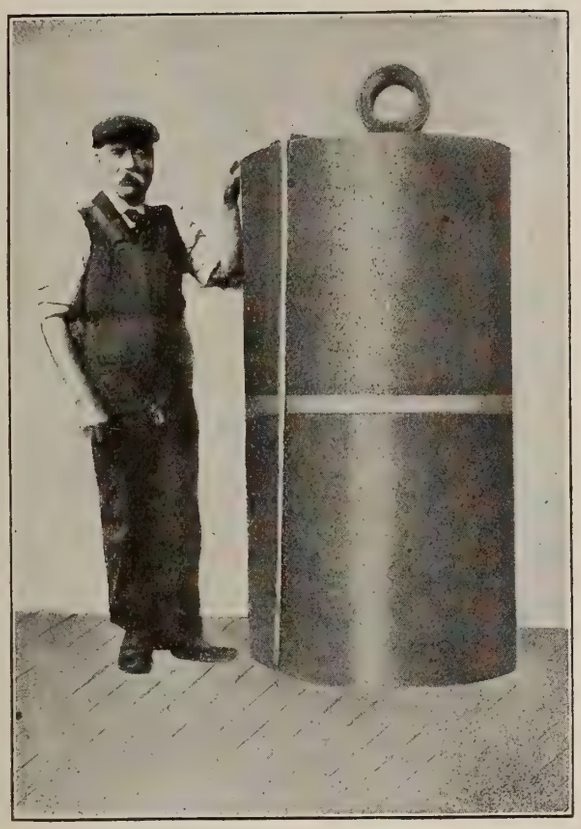
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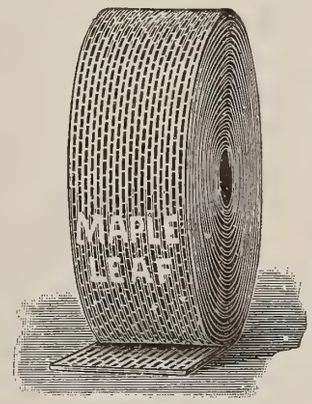
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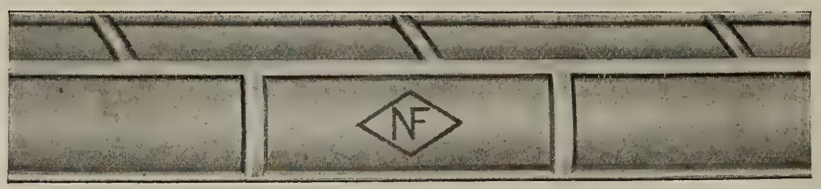
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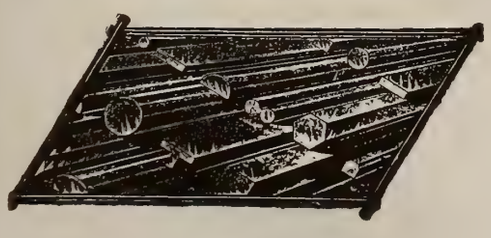
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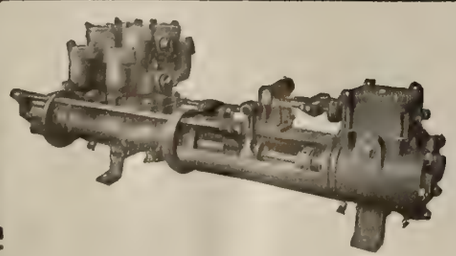
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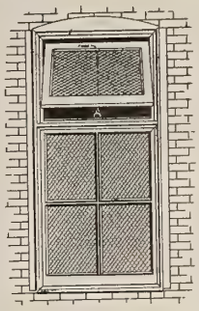
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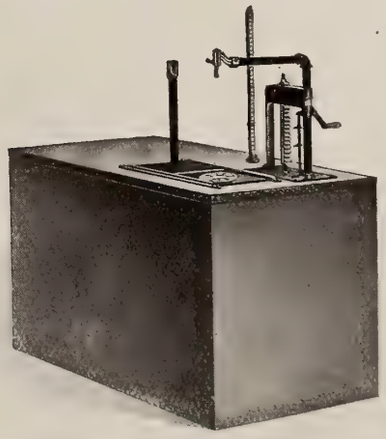
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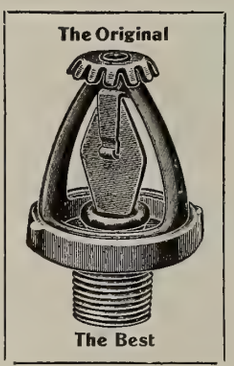
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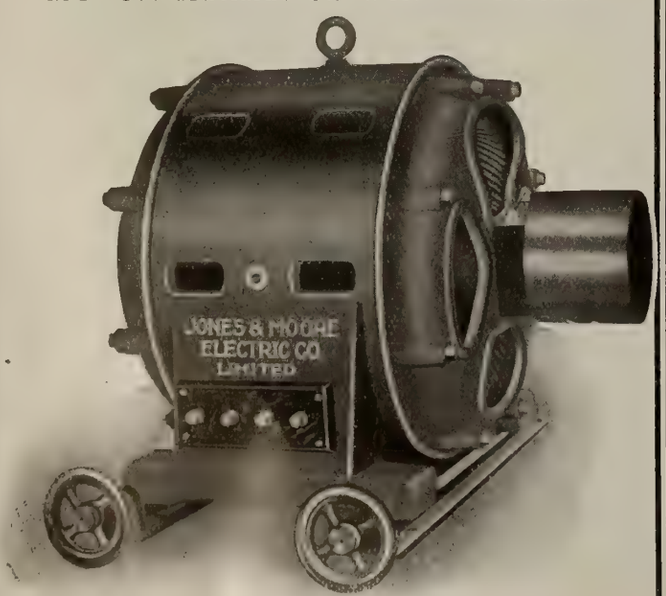


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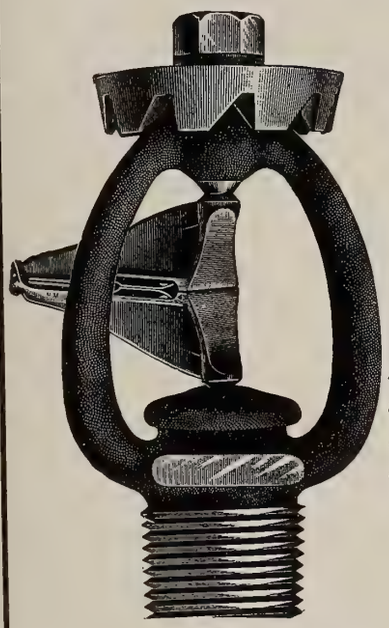
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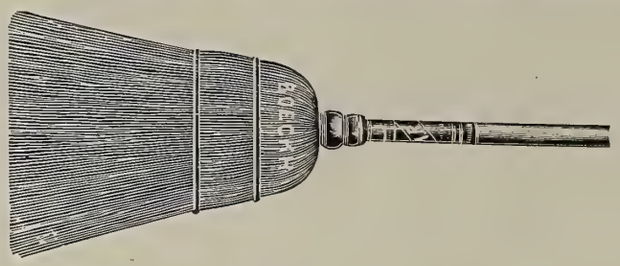
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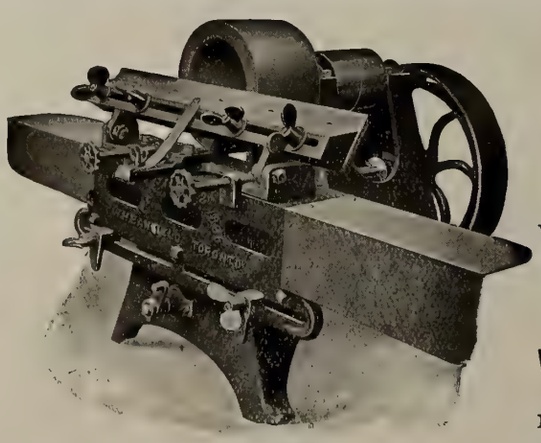
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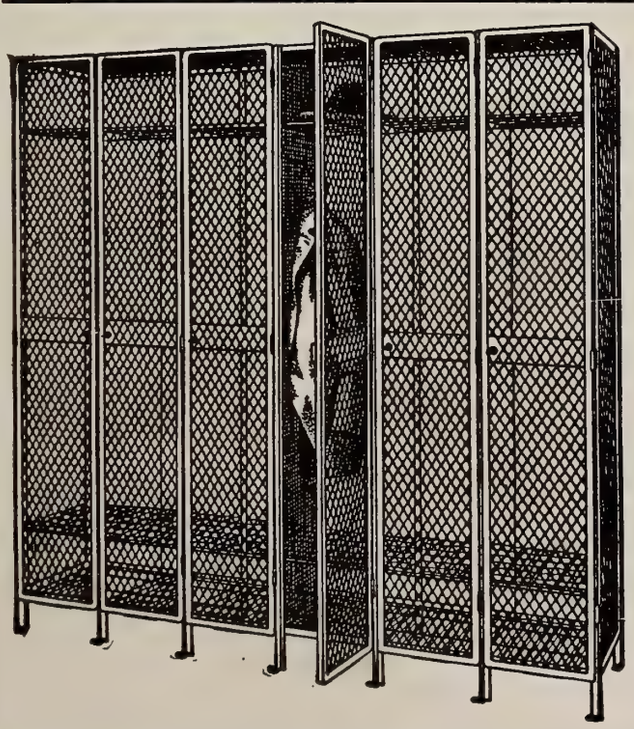
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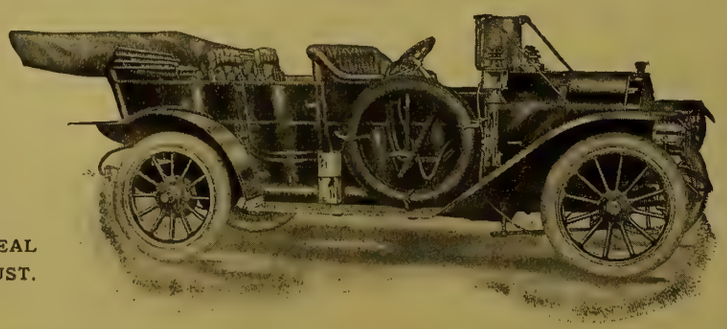
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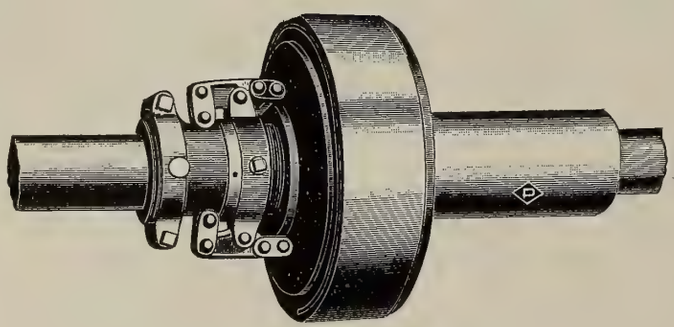
MONTREAL TORONTO WINNIPEG VANCOUVER

DODGE

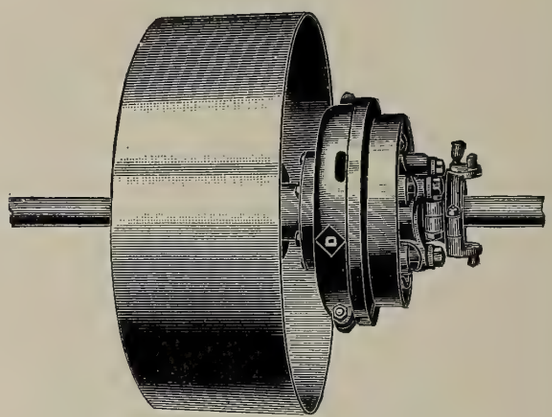
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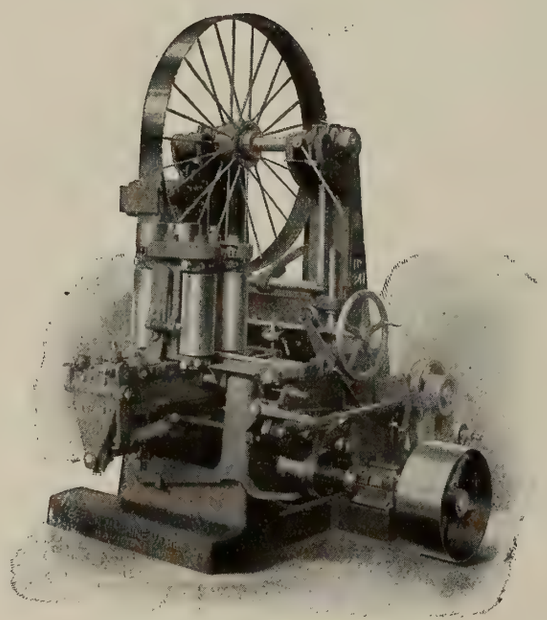
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The Utility Band Resaw



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Although not shown in the illustration, the No. 341 is equipped with a very efficient adjustment for the top guide. This is operated by means of a cable, levers, and a long handle that is convenient to the operator. It acts instantly, permitting the operator to keep the guide close to the stock, even though it varies greatly in width. This device does not in any way interfere with the other adjustments or with the removing of the saw-blade.

The feed rolls tilt to an angle for bevel sawing and are also constructed for self centering.

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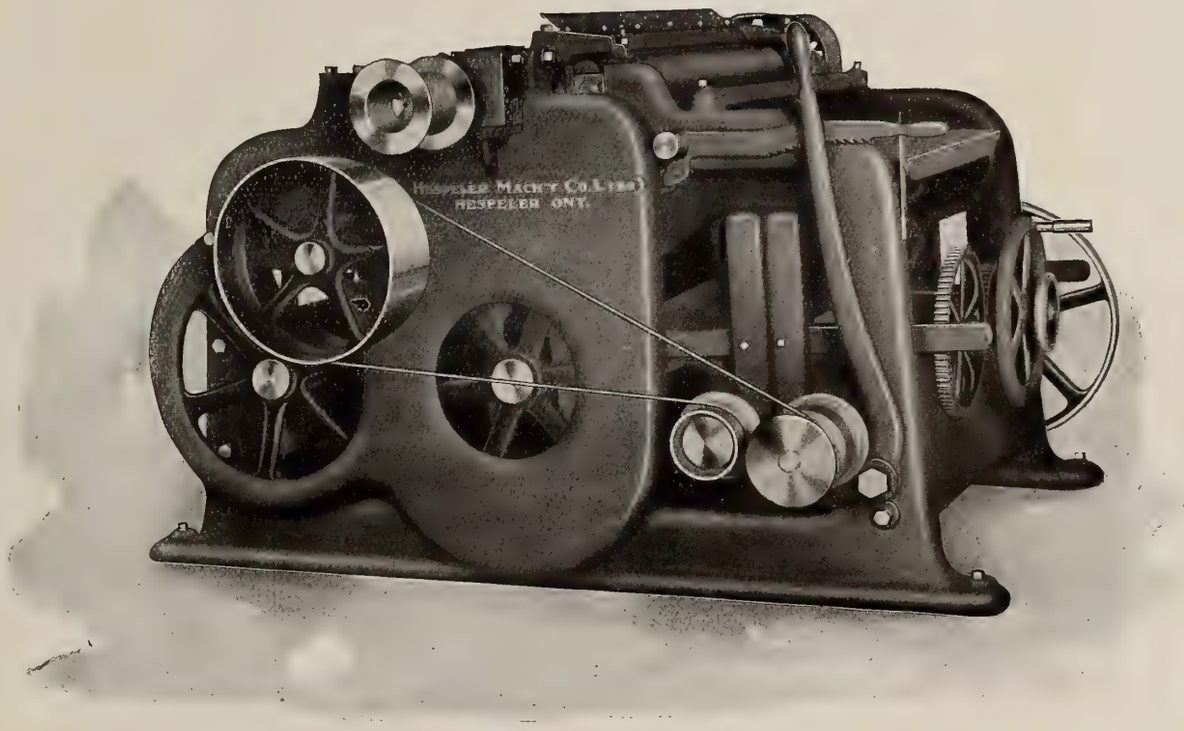
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is a necessity in every woodworking shop. Our planer is economical, it occupies the minimum of space, and does the maximum of work. Its simplicity of design and excellence of construction ensure freedom from loss of time through breakages or repair charges.



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The feed consists of four rolls 5-inch in diameter, driven with gears cut from the solid. The cylinder is made from the best grade of steel and runs in bearings 2 15-16 of an inch in diameter by 10 inches long. These bearings can be adjusted in a few seconds, so that the wear will be taken up evenly for the entire length. The table is of unusual length, 56 inches long, is made in three pieces and is raised or lowered on long wedges on each side. It is adjustable by means of a hand wheel, which is clearly shown in the illustration, geared up in such a manner that a child could raise or lower it. It is locked in position by a small hand wheel, which is shown on the outside of the larger one.

This machine will take any material from ⅛-inch to 7 inches in thickness, and deliver it clear of the machine. The chip breaker and pressure bar are of the latest type, working on a circle and admitting of the finest and easiest adjustment. It will be noticed that the weights are on the inside of the machine, so situated as to be easily removed and entirely out of the operator's way. The gears are of ample proportion, and are all cut from the solid. The machine is built in three sizes, viz.: 48-inch, 36-inch and 30-inch, the approximate weights of which are respectively: 7,500 pounds, 6,300 pounds, and 5 400 pounds. The 36-inch machines are kept in stock at all times, or are under construction, and intending purchasers can examine then thoroughly before buying.

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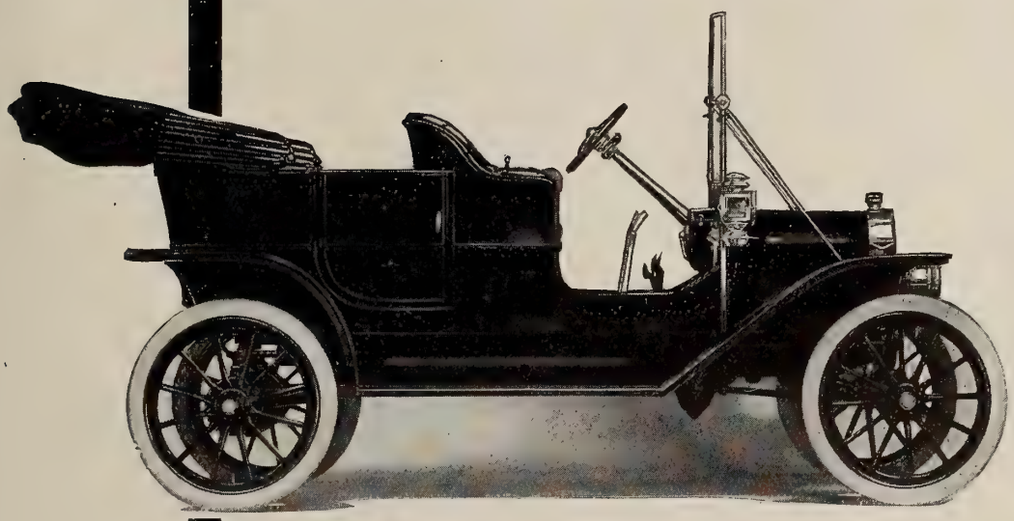
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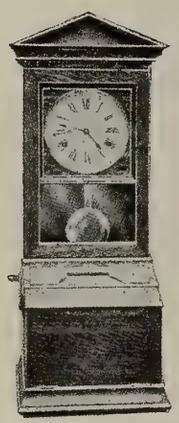
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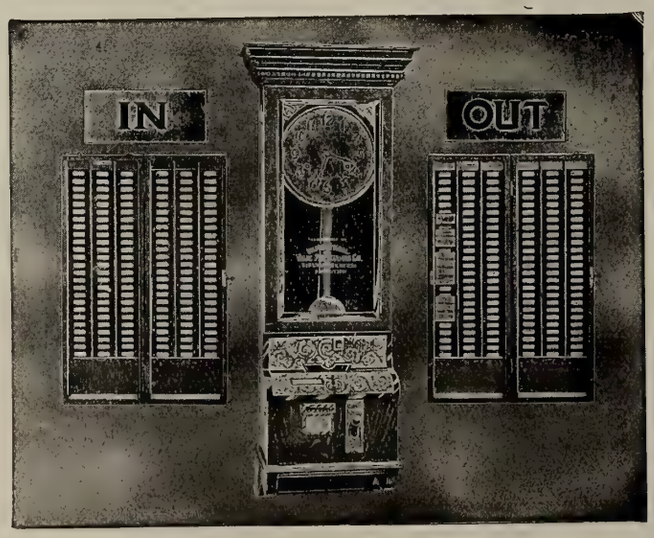
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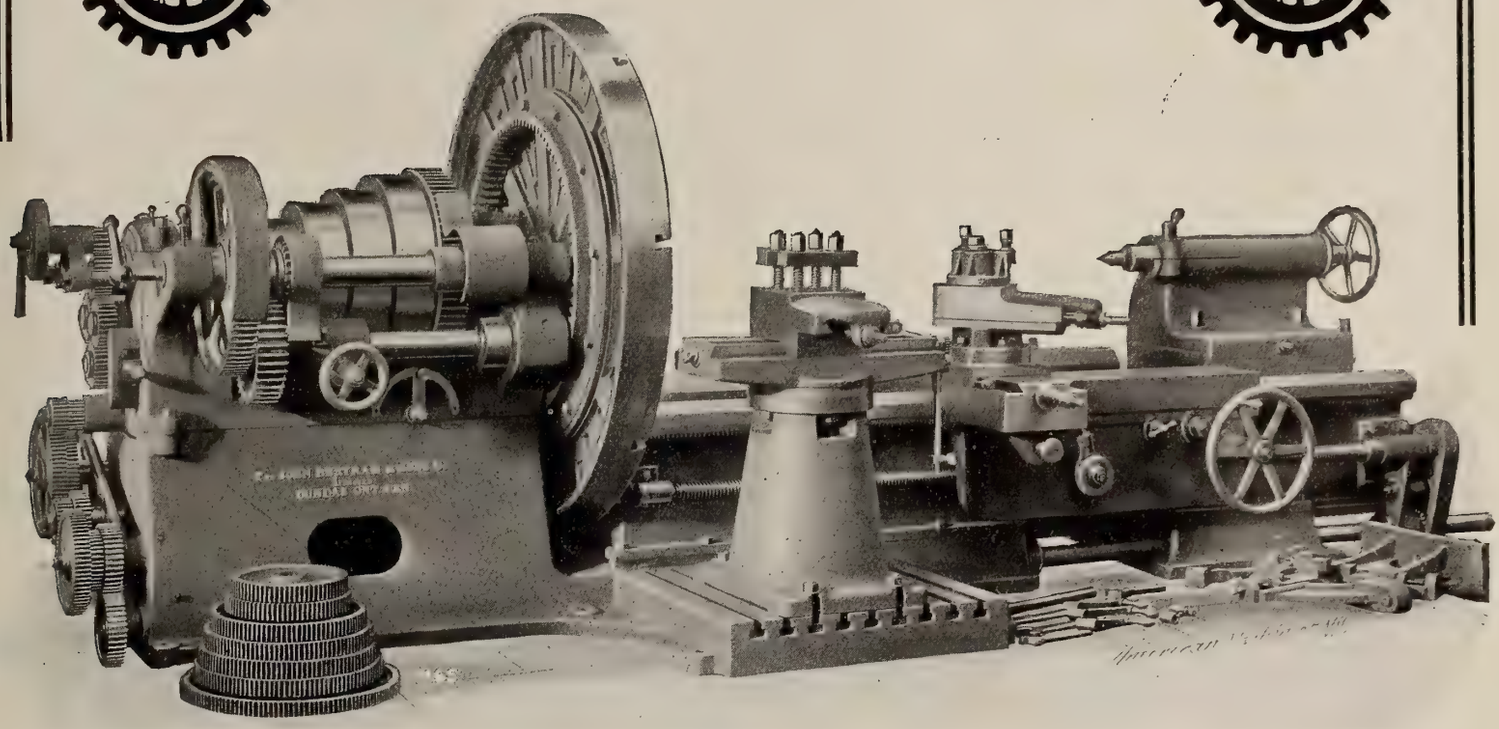




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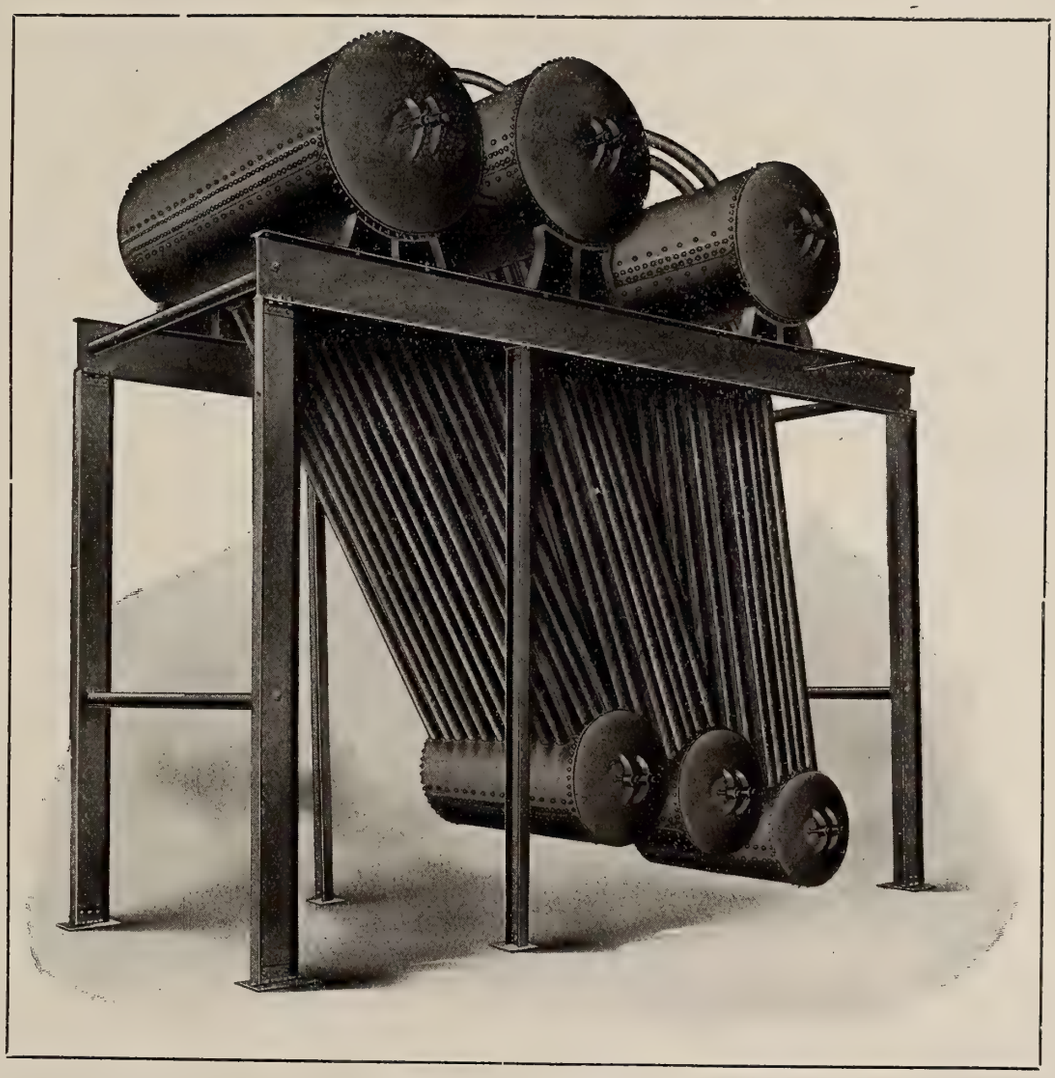


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NORTHERN NAVIGATION COMPANY
LIMITED
MANAGER'S OFFICE, SARNIA, CANADA.

The Canadian Manufacturers Association,
Toronto, Ont.

April 6, 1910.

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Yours very truly, H. H. GILDERSLEEVE, *Manager.*



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Fibre Fire Buckets

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Ten thousand homesteads were outfitted in Moose Jaw last year, and, according to land office figures, there will be a half more than that in 1910.

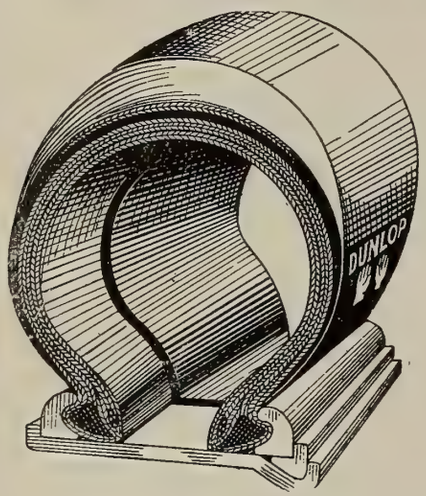
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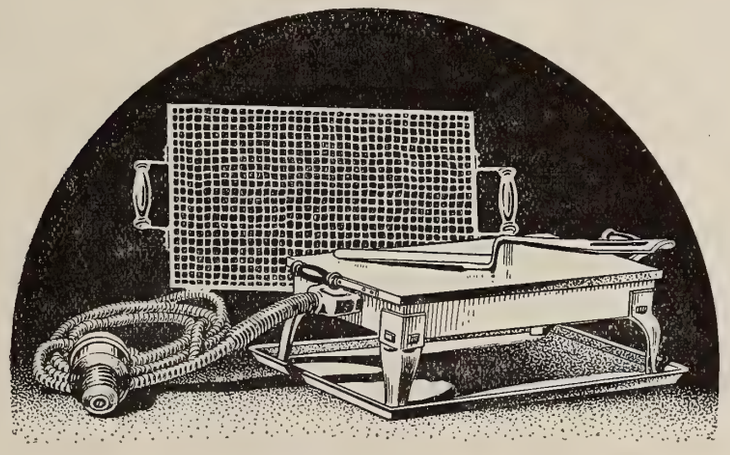
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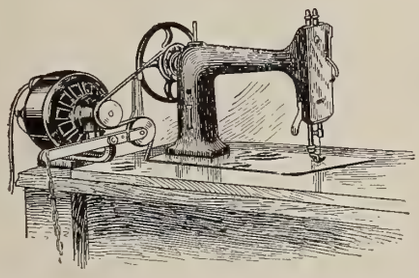
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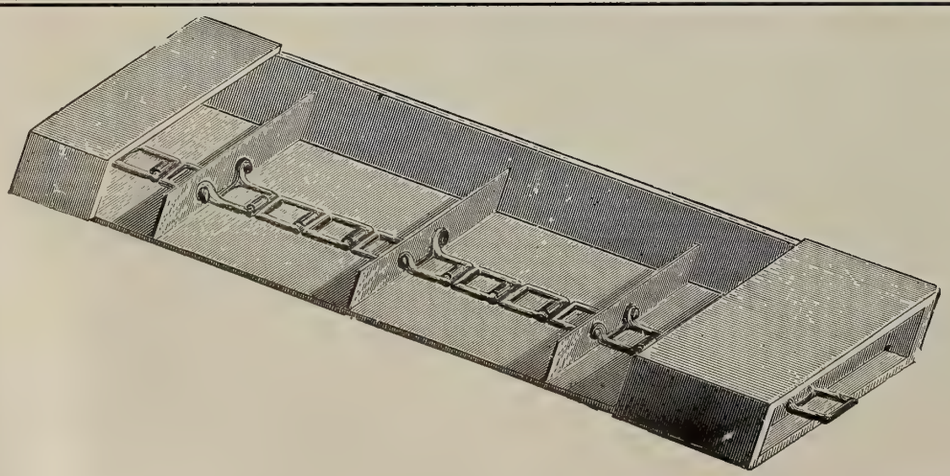
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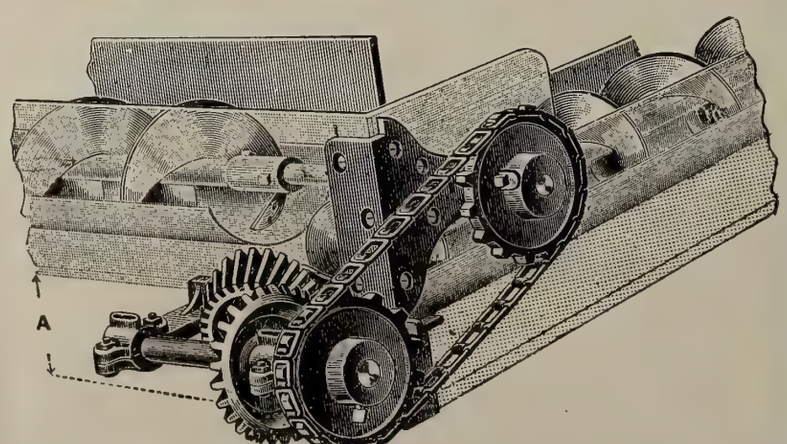
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ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, MAY, 1910 | No. 10

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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TORONTO

General Secretary: G. M. MURRAY.

Editor: F. P. MEGAN.

Advertising Manager: D. B. GILLIES.

COMMENT OF THE MONTH.

Where Will It End?

ELEVEN countries together with France are receiving better tariff treatment from us than they did a year ago; the surtax has been removed from German imports; the whole world has been granted our intermediate tariff on a specified list of articles. Where is it going to end? Has any Canadian found the cost of living reduced in consequence? We are told that an avalanche of catalogues will enter Canada from Germany, as a preliminary to an active campaign for business by the merchants of that country. French manufacturers have opened offices here and are hustling for business. The doors have been flung open to United States lithographers, soap makers, and others. The business that these foreigners get, our native Canadians lose. Every French or German or United States workman who is kept employed on goods for this country represents an idle hand in Canada. We have seen in the last two years what unemployment means. What will the new policy into which we are drifting give us as compensation for a perpetuation of that condition? True prosperity depends on full employment for all citizens.

A Neglected Opportunity.

"YOU can get anything you want if you only wish hard enough," runs a line in a popular drama of the past season. Citizens of Toronto have for the last generation been wishing for a satisfactory settlement of the harbor problem. They have been wishing hard, too. A glance at the waterfront now gives the lie to the dramatist's theory. A more disgraceful condition could not well be imagined. A fine natural harbor has been made practically valueless by the crass stupidity and dilatoriness of council after council, who have been unwilling or unable to tackle the problem. Constant pouring of sewage into it and the steady deposit of silt carried down by the Don have made the bay itself so shallow that no lake vessel of any size could navigate therein. Appreciating this position the Dominion Government have refused to deepen its entrances. Largely no doubt in consequence of these conditions nothing but the most primitive wharfage facilities exist, except such as are the result of private enterprise. An extensive marsh area which, if properly handled, would make an ideal factory district, remains a swamp. In 1907 the Toronto Branch of the Canadian Manufacturers Association secured the support of every business and civic organization in the city to a scheme which they laid before the Board of Control. It was in brief that a Commission of three be appointed, one by the city, one by the Dominion Government and one by the Province, whose duty it should be to get competent engineering assistance and have an exhaustive plan drawn up for a solution of the whole question. The suggestion was made practical by the submission of a proposed scheme of improvement by Mr. M. J. Haney, embodying the ideas of a committee of the Association of which he was Chairman. It provided for a deepening of the harbor and channels, a diversion of the Don so that it would empty into the lake, and for the utilization of the marsh in such a way as to add greatly to the wharf accommodation of the city. The

proposal was promised the customary early consideration. Since then the matter has been dormant. Once again the Toronto Branch, C. M. A., has attacked the question and has urged the present Board of Control to do what its predecessors have failed to do. The need for better harbor facilities grows from year to year. It is a serious drawback to the city that it is practically cut off from the benefits of water transportation.

Failure of Co-Partnership.

AFTER a single year's trial the partnership scheme between Sir Christopher Furness and his employees at the Hartlepool Shipyard has been ended. With considerable frankness the labor leaders have stated that such arrangements between employer and employee are contrary to the principles of trades unionism and would, if extended, result in a disruption of these organizations. Industrial peace is hard on labor bodies and labor leaders. As a matter of fact they want to be entirely free to press new claims and advance new demands without being bound by such entanglements as a share in the business might involve. We often hear of the warfare between capital and labor. There is no necessity for warfare, but there is an inherent opposition which is bound to exist so long as industry lasts. There is the conflict between buyer and seller which is everywhere present. No man can say what the absolute value is of the labor on a certain article. One man is ready to buy that labor, another man is ready to sell it. Their interests are alike to the extent that the making of the article in question will benefit both of them. Their interests are diametrically opposed to the extent that one wants to sell his commodity, his labor, at the highest possible price while the other wants to buy it at the lowest. It would be an exaggeration to speak of the bargaining of the buyer of a pair of shoes with his shoe dealer as warfare. If the first store keeper does not give him what he considers is the best quality for the lowest price he goes on to the next, until he is satisfied. There is no limitation placed on his choice. So the employer, rightly, deals with this, that, and the other person until he gets the best value for his money. Until some omniscient body arises to say what is the absolute value of each article, to every individual at any particular time, there is bound to be bargaining between employer and employee.

A Personal Preference.

AMONG other arguments a Canadian manufacturer recently urged in a letter to paper manufacturers that his goods should be bought because they were made in Canada. The paper on which the letter was written was imported. This just serves to illustrate a point that has often been made that Canadians are slow to insist on the personal preference the value of which each man recognizes in his own business. The manufacturer of shoes knows that if every Canadian insisted on being served with Canadian made shoes, his business would receive an immense impetus. He does not always look very closely into the source of the suit of clothes or the stationery or the house furnishings that he purchases. If every manufacturer and every store-keeper showed enough interest to ask for the things that are made and sold by his fellow citizen what a change would take place! For Canadian manufacturers and products are equal in quality to what are produced elsewhere. We have passed the stage of experimentation and imitation; we are manufacturing on an equality in grade with our commercial rivals. In almost every line Canada can hold her own, and in several branches of industry Canadian quality has become standard. The old prejudice in favor of imported goods is losing ground. Unfortunately there has not grown up in its place a virile or active enthusiasm for the product of home labor. No man questions the value of local industries. All recognise that unless the population is kept busy at various occupations, the individual, whether he be lawyer, tradesman or farmer, will suffer. The next stage is to arouse personal responsibility for the continuance of productive industry. This can be done by a general insistence on getting goods made in Canada. It will pay.

A Comparison of Prices.

A CERTAIN class of papers in Canada during the past few years has been shouting from the house tops that Canada is an expensive country in which to live. Of these none has been so noisy in its insistence on the unfavorable conditions under which we exist than *The Star,* Toronto, which consistently maintained that prices in Canada were higher than anywhere else in the world. It is pleasing to note that this paper has found it necessary to revise its opinion. In a recent issue it publishes the following editorial:

"Some time ago *The Star* published a comparison of prices in Boston and Toronto which went to show that, high as the cost of living is here, it is nothing like that which eats up the dollars of the people of the Hub. The New York *Commercial* has been investigating prices on both sides of the border, and finds a remarkable difference in favor of Canada. For the sake of comparison, it has taken the cities of Windsor and Detroit, separated by less than three-quarters of a mile, and the statistics which it has gathered afford the following contrast:

	Windsor.	Detroit.
Tobacco	$11 00 b	$31 00 b
Same hat	3 00	5 00
Eggs	34	42
Beef (same cut)	06¼	10
Cheese	11½	16½
Pork	13	20
Corn	60	78
Wheat	1 00	1 11

Hay is sold in Windsor at $11 per ton, as compared with $14 in Detroit. A suit of men's clothes in Windsor

at $15 is the same thing which sells for $25 in the neighboring city. Butter is eight cents per pound cheaper in the Canadian town. A study of the figures presented by the *Commercial* affords an explanation of the fondness of Detroiters for making trips across to Windsor."

Exhibition of Inventions.

A NOVEL feature of the festival of empire to be held in London this summer will be the Imperial Inventions Exhibition, which will be open to all British subjects whether resident in Great Britain or the Dominions beyond the seas. Inventions of all kinds will be on view and a rare opportunity will be presented for inventors to make arrangements either for the sale of their patent rights or for the working of them on a royalty basis. A special section will be devoted to models and space will be free for the purpose of exhibition. Towards meeting the expense of preparing stands, unpacking and setting up exhibits, demonstrating by attendants, etc., a fee of about ten dollars will be charged. Every possible facility will be given for showing processes of actual manufacture by means of machinery in motion. Medals and diplomas will be awarded to inventors of especial merit on the recommendation of a competent Board. Full particulars may be had from Mr. George Hughes, 55 Chancery Lane, London, England.

The Invitation



Farmer Laurier: "Thank you, William, but I really am too busy."

A Humanitarian Proposal.

A SENSE of responsibility extending beyond the four walls of the factory and reaching out into the whole life of the employee is represented in the proposal of a number of Toronto manufacturers to build and equip residences for female workers. For some years the welfare idea has been spreading among employers. The factory system introduced new problems which for a long time were neglected but which have now been courageously faced. In most factories now, especially where girls and women are employed, lunch rooms and other conveniences are supplied for the comfort of the workers. Buildings are kept clean and bright and not infrequently grass plots and growing vines take from the monotony of the factory and add a touch of beauty which obliterates to a large extent the invidious distinction between home and factory. It would be an injustice to say that these improvements are the result only of enlightened selfishness. True a clean, well-lighted work shop and healthy and satisfied workers add to the efficiency of a plant. This has become thoroughly recognized. But beyond that and behind it has been the growing sense of responsibility, the humanitarianism which impelled the employer to make conditions as pleasant and life as livable for those under him as was possible or practicable. The new movement is more than a development of this idea; it is a new departure. It is a recognition of the difficulties under which girls, who come to a large city to work, labor; the pitiable accommodation offered by lower priced boarding houses, the loneliness, the lack of all the environments enjoyed at home, the difficulty of making revenue and expenditures meet during the period of apprenticeship. The manufacturers who are interested in the present scheme feel that what is generally known as welfare work, that is the provision of comforts within the factory, should be left to individual companies to work out in accordance with particular requirements. They assume, however, that the supplying of proper and adequate living accommodation outside the factory is of general concern and as citizens who are specially cognizant of the facts they have undertaken to solve the problem as far as they are able. The first step is to provide a residence where girls may go when they come to the city and where at a minimum of expense they may live until they become acquainted sufficiently to choose a suitable boarding house for themselves. The reading rooms, reception rooms, etc., will always be open to those who have passed through the house, so that they will have the advantage of a permanent meeting place or club, where they may meet their friends under bright and homelike conditions. It is proposed to put the house under the charge of the Y. W. C. A., an organization which

is presided over by the practical women who are perfectly familiar with the management and conduct of such establishments. It is hoped by the promoters that the present scheme will expand in course of time so as to improve the whole housing conditions of employees.

Build up Home Industries.

PRACTICAL steps have been taken by the Government at Quebec to preserve the forest wealth of that Province for its own citizens. Premier Gouin has announced his intention of prohibiting the export of pulp wood. This policy is in line with public sentiment throughout the entire country. We have been hewers of wood and drawers of water in the past; it is time that we rose above this and developed our natural resources with the skill of our own citizens. Some years will be required before the new policy will bring its full rewards. For the present United States pulp mills have a supply of timber in their own country which will keep them going for a few years. It will take some time also for companies to prepare their plans for the future and to build new mills. In the course of five years, however, there can be little doubt but that the industry of pulp and paper making will expand immensely under the policy which has just been announced. Ontario's successful policy of prohibiting the exportation of unsawn timber is a fair example of what may be done in this line. Nor need there be any disorganization of industry in consequence of the change. Quebec has abundance of timber, she has great water powers. The essential difference will be that the workmen employed in pulp making will work in Canada and will add to the wealth of Canada instead of doing a similar service for the United States. Pulp can be made at least as cheaply in Quebec as it can in the New England States. The industrial development of Quebec is a matter of congratulation to the whole people of Canada. In this advanced policy Sir Lomer Gouin is fulfilling the expectations of those who saw in his practical sympathy towards technical education a full appreciation of the industrial possibilities of his country.

Our Mineral Resources.

A MINERAL production for the year 1909 of $90,000,000 was attributed to Canada by Prof. W. G. Miller in a recent address. There was no doubt, he went on to say, that Canada would be one of the greatest mineral countries in the world. From the rate of increase which has been going on in recent years there is every reason to credit Prof. Miller's optimistic prediction. Our minerals are widely distributed in area and varied in kind. The Rocky Mountain range in the United States and Mexico has produced an enormous amount of wealth. For the entire length in those two countries it has been estimated that these mountains have yielded minerals to the value of $3,000,000 per mile. Of this range, with the same rock formation, Canada has 1,600 miles, and only the fringe of it has been touched. Again Prof. Miller looks forward to extensive mineral areas being located around Hudson's Bay. "At present," he said "we have the greatest undeveloped mineral territory in the world, offering the greatest opportunity to capitalists and prospectors." Canada has the most ancient rock formation in existence and as a consequence our minerals are in many ways unique. We produce 80 per cent. of the world's consumption of asbestos in a small area in Quebec. In Ontario and Quebec is found practically all the world uses of amber-colored mica, or isinglass, the best for electrical purposes. About 65 per cent. of the nickel is produced in Ontario, the only competitor being New Caledonia, a penal colony in the Southern Pacific, which is not able to keep up with us. We have also cobalt in greater abundance than our only rival, New Caledonia, which has had to close its mines, and the price has been brought down from $2.50 a pound to 75 cents. The cobalt is used to give a silvery tinge to nickel. The Sudbury mines contain nickel and copper, and it has been found possible to get rid of the slag by a process which leaves the two metals together, making a fine alloy called monal metal, 68 per cent. nickel and 32 per cent. copper.

What the Traffic Will Bear.

THE *GLOBE*, Toronto, does not approve of the railways making freight rates on the principle of charging what the traffic will bear. The incongruities resulting therefrom, it holds, sometimes become ludicrous. Criticism of the railways and their methods of rate making should be tempered by a consideration of some of the problems they have to meet. In theory, no doubt, a carrier should charge the same rate for the same service under all conditions. Practically such a thing is impossible. In order that the factories of Ontario may operate it is necessary that coal be carried from Pennsylvania. It must be delivered for a few dollars a ton; it costs so much at the mine mouth; the rest goes for transportation. If more were charged the factory could not buy it and the business developed by that factory would cease. For that reason railways are hauling coal at a price which in itself would not pay the cost of operation. They do it in order that business in their territory may be developed. The man who establishes a smelting plant in Ontario must be able to manufacture pig iron at a cost which will enable him to sell in competition with his competitors in Pittsburg, Sydney, or any other point. With fixed charges established and the cost of ore and coal at the mine mouth uniform, he is able to pay for transporting that ore and coal only so much. That is all the traffic will bear. It rests then with the railway to say whether for the sake of the business such a plant will bring into existence, or to keep rolling stock moving or to provide return cargoes, this traffic is worth while at such a price. But the principle, that of charging what the traffic will bear, is sound and is indeed the only system which is at all practicable. The idea that other industries have to pay extra to make up for low rates on raw materials is absurd. The business

has to be taken at a low price or not at all. By taking it fixed charges are distributed over a wider bulk of business and conditions are to that extent improved for other users of the service. It probably costs a railway as much to handle a ton of coal as a ton of silk. If the rates were averaged the buyer of a piece of silk might benefit to the extent of a cent or two, while the householder would find his coal bill go up some dollars a ton. The suggestion would be no more popular than feasible. As the present system is the only one which practical railway men have so far been able to devise and as it has been approved by shippers as right in principle, though frequently it is true somewhat unsatisfactory in its individual incidences, we may be allowed to accept what we have rather than to follow *The Globe* and fly to evils that we know not of.

Where Some Exporters Fail.

WHEN a man in Australia or New Zealand waits three or four months for goods which he has ordered from Canada and then finds that owing to an increased demand at home the Canadian manufacturer has not filled his order, his wrath is strong and lasting. Unfortunately such occurrences have not been altogether infrequent. The inauguration of a new steamship service from Eastern Canada to Australasia suggests a careful consideration of the elements entering into a successful export trade. Facilities for handling this class of business should be assured before an effort is made to enter a foreign field, but when the step is taken there should be no holding back. The importer in Australia, for instance, is catering to a definite market. He and his customers are probably ten thousand miles from any source of supply. Trusting to their Canadian connection they take orders on the assumption that the goods will arrive in good time. Here is where the great difference exists between the home and the foreign market. At home if goods are not available from one maker they can be got at short notice from another. In the case of the foreign importer failure to make good on an order frequently causes a delay of two or three months, representing perhaps the loss of a season. Irregularity of delivery is the curse of such trade. At one time the market will be glutted, at another it will be starved. The farness from the centre of production makes it at best difficult to average up the supply and demand. The condition is intolerable when to the exigencies of long steamship traffic is added carelessness on the part of the shipper. But the loss does not all rest with the importer, for there are many exporters who have a just appreciation of the value of export trade and who can be relied upon to meet their engagements promptly and satisfactorily. A single experience with the careless man settles not only his case but usually that of his fellow countrymen. A quotation from a New Zealand importer's letter will illustrate the point: He writes: "For years I have been selling a hardware line in large quantities and though this line is very heavily favored by the preferential tariff the sale is rather diminishing. The reason is this: Manufacturers, with rare disregard for their customers' interests execute orders when it suits them with the result that shipments for all the merchants in one city come together and consequently cause a glut, or no shipments come along for many months, which is worse. The consequence is that customers prefer to buy the foreign made line though they pay from five to ten shillings more per ton. Foreign firms take more interest in their export trade, execute orders quickly and regularly."

A Change



Foreman Gouin: "We draw it to the Canadian Mills now."

Protection and Employment.

THE Vancouver Branch of the Journeymen Stonecutters of North America has adopted a resolution which after being endorsed by a similar body in Tyndall, Man., has found its way to the pages of the Hansard. It recites the fact that whereas large quantities of stone are being imported from the United States, while a considerable number of stonecutters are idle in Canada, therefore it is desirable that a fair tariff be enacted so as to protect them in their labor. The plea enables us to see the effect of free trade on a single industry and particularly the position in which the workingman is placed. It is maintained by those familiar with the subject that both the provinces mentioned have stone quarries of the highest grade. In

the face of this, stone is being imported in very considerable quantities, so much so indeed, that the stone for the Post Office in Winnipeg was brought from the United States. There is not much theory in this plea. A condition exists of which the stonecutters are very well aware. They know that they are walking the streets in idleness while great quantities of sawn stone are being used and while in their own vicinity abundance of suitable stone exists. It will take a lot of theorising to prove to these skilled workmen that it is better to send out hundreds of thousands of dollars annually to support foreign capitalists and foreign workmen, than to employ the same sum in developing our native resources. What they want is employment and they recognize that a measure of tariff protection would give it.

Canadian Route Cheaper.

A REPORT was in circulation some days ago that the steamship companies were discriminating against Montreal and in favor of New York in transoceanic rates on export wheat to Liverpool. It is now stated that the rate from Fort William and Port Arthur to Montreal has been reduced to such a figure as again to place the Canadian route in the lead. The *Montreal Star* states that this has been brought about by the decision of the Inland Rate Association, which controls the lake and canal rates in Canada, to lower the water rate from five and a quarter cents a bushel, Fort William to Montreal, to four and three-quarter cents. The total rate for Canadian grain from Fort William to Liverpool, *via* Buffalo and United States ports, is now 8.52 cents per bushel, as against 8.13 cents by the all water route *via* Montreal. To this 8.13 cents, a slight addition has to be made for the extra insurance, but even then the Canadian rate is appreciably lower. Larger quantities of grain have been booked at the new rate—so much, in fact, that the Canadian shipping companies report that practically all their May space is filled up. For the present, therefore, the threatened diversion of Canadian export grain to United States ports has been effectually dealt with.

Urge Canal Development.

THE deepening of the Welland Canal has been urged on the Government by the Toronto Branch of the C. M. A., in a resolution setting forth that the economy of the Canadian grain route as well as the water transportation facilities of the Canadian towns and cities on Lake Erie and Lake Ontario depend almost entirely on the depth of water in the connecting canal. The history of our canals shows that they have been steadily deepened to meet the increased requirements of bigger vessels. Originally they were two and a half feet deep—enough to allow the free passage of heavily laden canoes. From that they grew in importance as the traffic grew. When the Welland Canal was completed its fourteen feet depth was sufficient to accommodate any vessel that then plied in the lakes. It would seem unreasonable to say that having met all needs up to fourteen feet there should then be a halt in development. The very fact that boats drawing twenty and twenty-two feet of water are now coming down from the head of the lakes is in itself a proof of the importance of the traffic. It is as necessary to have a twenty-two foot canal now as it was to have one of fourteen feet when the latter was constructed. Nor can it be said that the carrying out of the proposed work is antagonistic to any other scheme of water transportation now before the public. Whatever may be the merits of other routes, the joining of two such important lakes as Erie and Ontario must always be of the greatest value. We are approaching, according to James J. Hill, an era of increased transportation by water. The area of territory tributary to the Great Lakes and the extent of the industries being carried on therein, will make them dependent to an increasing degree, on the cheap and speedy navigation of the connecting canal.

A Unique Strike.

MUSIC, which we are told hath charms to soothe the savage breast, seems to be powerless when applied to the musicians themselves, wherein it differs in naught from the physician who sometimes finds difficulty in healing himself. A temple of music in Toronto is wont to stir its devotees up to the right pitch of fervor by the corybantic clamor of french horns, violins and ancillary instruments, the orchestra consisting of nine players. With the advent of the summer season, when heavy tragedy had to be replaced on the boards by the canned drama of the moving picture, the manager decided that an orchestra of five would suffice. The situation, we are informed by a press clipping, was considered by President J. E. Jarrott of the Musicians' Protective Association, who refused to permit the five men to play at the performances. Perhaps Mr. Jarrott fancied that the original nine were in some way symbolical of the nine muses and refused to have the harmony destroyed by a reduction in number. Howsoever that may be, there is now a strike on among the musicians, whose President has arrogated to himself the right to say not only whom another may employ and how much he shall pay him, but also how many he shall employ. This is unionism run mad.

A Directory of Manufacturers.

A NEW edition of the Trade Index is in course of preparation by the Canadian Manufacturers Association. It will contain lists of manufacturers and articles they manufacture and it will be superior in value to any of its predecessors by reason of the fact that it will include all manufacturers, whether members of the C.M.A. or not. The book will be got up in permanent form with durable binding, and will be widely circulated both in Canada and abroad. Manufacturers are urged to return the information forms at once in order that the work may proceed with the utmost speed.

CUSTOMS RULINGS

Molybdenum Metal imported by manufacturers for use in the manufacture of supports for the tungsten in the filaments of metal filament incandescent lamps may be entered free of duty under tariff item 723.

Axe Wedges, malleable iron, as per sample, have been ruled to be dutiable under tariff item 453. British preferential tariff, 15% ;general tariff rate 27½%.

Barrettes for the Hair. It has been ruled that barrettes for the hair, finished, and made of celluloid or composition, are subject to duty under the provisions of tariff item 624. British preferential rate, 20%; general tariff rate, 30%.

Pantograph Engraving Machines, for use exclusively in engraving copper rollers when imported by cotton manufacturers and calico printers, may be allowed free entry under the provisions of item 685 of the tariff.

Special Duty—Wrought Iron or Steel Tubing (drawn). On such tubes, drawn, the marginal allowance between the selling price to the purchaser in Canada, and the fair market value for duty purposes is held to be 5% under paragraph 7 (a) of the Dumping Regulations.

Incandescent Lamp Bulbs, fitted with metallic filaments of tungsten or tantalum are held to be of a class of goods manufactured in Canada, and therefore subject to the operation of the special or dumping duty clause.

FREE IMPORTATIONS

Free importation of the following articles into Australia is provided for in recent Customs by-laws:

Articles.	Date of operation.
Tools of trade for artisans and mechanics, and tools of trade in general use (Item 168 of the Tariff)—	
Budding knives	13th January, 1910
Machine tools and parts (Item 166 of the Tariff—	
For saddlers' and harness makers' and bag makers'—	
Straw stuffers (but not the motive power, engine combination or power connexions if any, when not integral parts of the machine)	11th February, 1910.
Minor articles for use in the manufacture of goods within the Commonwealth (Item 434 of the Tariff)—	
For apparel—	
Webbing plain or with non-advertising matter woven thereon.	1st May, 1910.
(Previously all webbing was admitted free of duty.)	

INTERNATIONAL EXHIBITIONS

Roubaix, France: An International Exposition, organized by the municipality and the Chamber of Commerce of Roubaix, but representing the whole North of France, will be held in 1911. Brazil, Australia and Argentina have already signified their intention of being represented.

Dresden, Germany: An International Exhibition will be held in Dresden in 1911 under the patronage of His Majesty, the King of Saxony. The exhibition is intended to present a systematized representation of the science of hygiene in its entirety, and will consist of five selections: Scientific, Historical, Popular, Sport, and Industrial. The exhibition will be open from May 1st to September 30th, 1911.

Ekaterinoslav, Russia: An International Exhibition will be held here July 13th to October 8th, 1910. It is in charge of the Administration Board, South Russian Agricultural, Manufacturing and Home Industries Exhibition, Ekaterinoslav.

Nanking, China.—It is reported that the Exhibition in this city will be kept open till January 1st, 1911.

Nymegen, Netherlands: An exhibition of applied electricity will be held in this city from July 2nd to August 15th. It will be under the auspices of the Society of Industries. Applications for space should be made to Exhibition Offices, Kelfkensbosch 18, Nymegen.

Plevna, Bulgaria: A competition for steam threshers will be carried on by the Government of Bulgaria under the direction of the Minister of Commerce and Agriculture. Machines of the approved type will be purchased by the Government and recommended to private landowners.

NEW PATENTS ISSUED

The following is a list of Canadian Patents granted on March 15th, 1910, to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada (Russel S. Smart, Resident), from whom all information regarding same may be obtained.

124384, Charles A. Matheson, Perth, Ont. Drying Apparatus for Peat or the Like.

124403, A. Bouthillier, Ottawa, Ont. Changeable Signs. Albert Bouthillier, Wesley Nelson Dauley.

124408, T. Robertson & I. Fleming, Prince Albert, Sask, Means for Applying Medicaments.

124409, E. Bigelow Hosmer & W. N. Deitrich, Montreal, Que. Electrical Safety Devices.

124415, G. J. Sheppard & H. F. Adams, Montreal, Que. Vacuum Cleaning Devices.

124420, A Ashdown, Vancouver, B.C. Means for Removing Attaching Logs or the Like to a Hauling Tackle.

124421, S. Ashdown, Vancouver, B.C. Automatic Log Releasers.

124426, P. I. Bois, Ottawa, Ont. Incinerators.

124427, G. Boivin, Montreal, Que. Distillation Retort Furnaces.

124436, J. M. Coleman, St. Lambert, Que. Freight Cars.

124443, G. Emery, Seaforth, Ont. Water Circulation for Steam Boilers.

124445, M. A. Galbraith, Orangeville, Ont. Window Fasteners.

124456, S. Gogel, Toronto, Ont. Button and Buttonhole Protectors.

124460, A. E. Hogue, Toronto, Ont. Sawing Machines for Saw Mills.

124466, M. A. Kennedy, Toronto, Ont. Tire Treads for Vehicles.

124470, J. LaRoche, Nominique, Que. Excavator Teeth.

124476, A. Markham, Vancouver, B.C. Choker-Hooks.

124477, R. P. Moodie, Ottawa, Ont. Stands for Electric Irons.

124478, J. Munn, Sheridan, Ont. Gates.

124489, H. Pocock, London, Ont. Sure Grip Locking Drain Tiles.

124498, J. W. Softly, Grimsby, Ont. Cabinets.

124500, A. Stansfield, Montreal, Que. Thermo-Electric Pyrometers and the Like.
124503, A. E. Swift, Quebec, Que. Rifle Sights.
124507, C. W. Trigger, St. Thomas, Ont. Combined
124536, J. J. Fanning, Cantley, Que. Automatic Electric Switching Mechanisms. J. J. Fanning & Thomas F. Nellis.
124,539, C. A. Kern, Berlin, Ont. Fireless Cookers. E. O. Weber.
124556, E. A. Sullivan, Toronto, Ont. Trolleys, Electric Railway Supplies, Ltd.
124559, M. Primeau & C. McCullagh, Winnipeg, Man. Gas Lighting Apparatus.
124561, E. Idler & H. P. Ryan, Franklin, Man. Chimneys.
124565, G. Alexander, Hamilton, Ont. Automatic Feed Mechanism for Screw Eyes, etc.
124583, J. R. Cruikshank, Montreal, Que. Moulds or Flasks for Casting Dental Plates and the Like.
124584, S. J. Curry, Innisfail, Alberta. Twine Holders.
124585, J. R. Douglas, Ottawa, Ont. Supporting Members for Glass Panes in Skylight or the Like.
124586, A. Downie, Melfort, Sask. Bag Holders.
124587, L. Dragon, Duvernay, Alberta. Saw-Sets.
124617, W. R. Miller, Hamilton, Ont. Grain Separators for Cutting Straw.
124624, R. H. Percy, Smith's Falls, Ont. Dress Collars and Lapel Attachments for Coats.
124628, J. Reid, Montreal, Que. Ships.
124630, H. Rustad, Lindsay, Ont. Grubber Hooks.
124631, J. Ryckman, Hamilton, Ont. Crude Oil Burners.
124633, F. Schere, Spy Hill, Sask. Traction Engines.
124636, A. A. Shute, Fredericton, N.B. Lock Nuts.
124640, G. Smith, Toronto, Ont. Pressure Governors for Heating Systems.
124641, F. H. Stacey, Montreal, Que. Collars.
124660, E. A. W. Beemer, Scotland, Ont. Door Knob Fastenings. E. A. W. Beemer, Jno. E. Anderson, Jno. T. Turnbull & P. A. Beemer.
124664, A H. Mace, Montreal, Que. Ice Cream Freezers. Wm. Rutherford & Thos. J. Rutherford.
124680, L. M. Jones & W. A. Watts, Toronto, Ont. Mowers. Massey-Harris Co., Ltd.
124690, W. Brown, Gilbert Plains, Man., A. Hamill, Naton, Alberta. Disc Harrows.
124696, M. G. Greenberg & J. J. Greenberg, Toronto, Ont. Cuff Reinforcers and Protectors.
124701, J. W. Balfour, Victoria, B.C. Spikes.
124706, R. B. Belden, Toronto, Ont. Account Filing Device.
124707, A. A. Bennett, Essex, Ont. Hydrants.
124710, N. Booher, Mannville, Alberta. Churns.
124722, D. L. Davies, Montreal, Que., Nut Locks.
124723, P. Dick, Mowbray, Man. Harrows.
124726, Chas. R. Emens, Ottawa, Ont. Skewers.
124729, W. J. Fuller, Toronto, Ont. Piers, Breakwaters and the Like, and in Methods of Constructing Same.
124730, Jas. C. Gardiner, Montreal, Que. Multiple Signing Machines.
124745, L. Limoges, Montreal, Que. Smoke Consumers.
124748, W. Maloney, Sherbrooke, Que. Monorail Conveying Cars.
124758, J. C. Nichol, Ottawa, Ont. Lubricating Devices.
124763, J. W. Perry, Toronto, Ont. Horse Shoes.
124766, A. F. Prisley, Toronto, Ont. Lock Picking Prevention Devices.
124767, A. Pritzker, Galt, Ont. Electric Devices for Preventing the Freezing of Moisture on Window Panes.
124777, C. Vacher, Kelowna, B.C. Nozzles.
124785, A. Warrell, St. John, N.B. Asbestos Packings.
124795, A. M. Ferguson, Hamilton, Ont. Combined Step Entrance and Scaffold Ladders. A. M. Ferguson & Wm. H. Bronson.
124809, Chas. McLeod, Toronto, Ont. Centrifugal Separators. The Massey-Harris Co., Ltd.
124814, J. H. Stichy, Montreal, Que. Banisters.
124824, A. Coburn & H. A. Campaigne, Niagara Falls, Ont. Explosive Compounds.
124929, Geo. Adams, Franklin Centre, Que. Sap Bucket Covers.
124830, N. Armstrong, Toronto, Ont. Ladies' Waterproof Bathing Caps.
124832, Wm. Chas. Balswin, Ottawa, Ont. Electric Irons.
124840, Jno. H. Blunden, Township of Plympton, County of Lambton, Ont. Extension Cornmarkers and Potato Drills.
124841, P. Boisvert, East Angus, Que. Snow Road Machines.
124851, F. X. Frank, Guelph, Ont. Peat Fuel Manufacturing Machine.
124854, W. A. Gardner, Walkerville, Ont. Bending Machines.
124858, C. Hamastadt, Greenwood, B.C. Rachets for Drill Machines.
124859, J. W. Harkom, Melbourne, Que. Valves.
124865, J. S. Kemp, Stratford, Ont. Sawbucks.
124866, Geo. H. King, Woodstock, Ont. Children's Merry-Go-Rounds.
124877, A. Morin, Montreal, Que. Evaporators.
124880, Jno E. Neyvatte, West Toronto, Ont. Composition Matters for Building, Pavement Construction and the Like Work.
124883, F. L. Phillips, Tugaske, Sask. Straw Burners.
124882, Jno. F. Fharo, Thelford Mines, Que. Ore-Breakers.
124887, J. W. Roberts, Sarnia, Ont. Hose Couplings.
124892, E. Seibert, Didsbury, Alberta. Binder Reels.
124903, H. E. T. Hattain, Port Hope, Ont. Processes of Reducing Metallic Oxide Ores.

STEAMSHIP SAILINGS

Montreal to Liverpool—

Allan Line, May 6, 13, 20 and 27.
White Star-Dominion Line, May 7, 14, 21 and 28.

Montreal to Bristol—

Dominion Line, May 7, 21 and 28.

Montreal to Glasgow—

Donaldson Line, May 5, 12, 19 and 26.
Allan Line, May 7, 14, 21 and 28.

Montreal to London—

Allan Line, May 7, 14, 21 and 28.
Thomson Line, May 7, 14, 21 and 28.

Montreal to Havre—

Allan Line, May 7, 14 and 21.

Montreal to Manchester—

Manchester Line, May 7, 14, 21 and 28.

Montreal to Belfast—

Head Line, about May 12.

Montreal to Hull—Thomson Line, about May 12.

Montreal to South Africa—

Elder-Dempster Line, about May 20.

Halifax to Jamaica—

Pickford & Black Line, May 5 and 19 and June 12.

WESTERN MARKET FOR EASTERN GOODS

By Chas. F. Roland
Industrial Commissioner for Winnipeg

Some Possibilities of the West which Eastern Manufacturers should seek to develop and improve. Is the consumption to be satisfied from the East or the South?

THE fast growing market of Western Canada for manufactured goods, offers great possibilities to the manufacturer of Eastern Canada in many ways and along many lines. In these possibilities, it seems not too much to say that every mill and factory in the great manufacturing centres of the East has a great and growing interest.

The needs of the West, for manufactured goods, are many and varied. It is true that some cities of this section—more notably Winnipeg, perhaps—have made progress along certain lines of manufacture but the demand is so insistent and grows so rapidly, that there is no hope that the West will be able to supply it for some years at least. It must be true, too, that Western Canada, filled with the millions of people that it readily will support, will always be a good customer for the manufacturer of other parts—a customer to be cultivated, encouraged, attended to.

At present, one of the chief needs of the West— naturally —is farming machinery. In the three Provinces of Manitoba, Alberta and Saskatchewan there exists to-day an open market ready for exploitation by manufacturers and machinery agents, second to none, and one that will grow with time, instead of being— as is the case of other markets—glutted when the immediate demand has been supplied.



While 208,485 immigrants came to Canada last year, many farmers of the east joined the trek westward.

The principal lines of machinery needed by the markets of the Canadian West, are all classes of agricultural machinery, including steam threshing, plowing and traction engines; municipal equipments such as road scrapers, rollers, etc.; railroad cars and supplies; pumping outfits for city wells; excavating and mill machinery; and in fact every type of machine generally used in the building up of a new country in which cities and towns are steadily rising in importance and others springing up.

A Market for the Future.

For farming machinery, there is greater demand than in any other line and this demand will occupy a widening field as the country becomes more thickly settled. In the three Provinces of Manitoba, Saskatchewan and Alberta there are 357,616,778 acres of land of which more than half is suitable for farm purposes. Of all this vast total only 11,689,000 acres are at present under cultivation, leaving the remainder as the future market to be supplied when the country is fully opened up. Conditions on the great farms of the Canadian West are totally different from those which obtain in England, where most of the farming is of a mixed nature. In the West, thousands of acres are used for the cultivation of wheat alone and it is on these immense tracts of land that the value of up-to-date machinery is making the work of cultivation as simple as possible, is fully recognized. Traction engines, hauling eight, twelve and fourteen gang plows are being brought into use throughout the prairie provinces, and seeding, reaping and harvesting the grain are all carried on in the same large way. Harvesting machinery is sold by the trainload and it is by no means an uncommon sight to see a complete train of over forty cars loaded with threshing engines and separators coming into Western Canada from Eastern Canada or across the border. United States makers of machinery are active and aggressive in their selling campaigns in Western Canada. It was boasted in an American magazine last year that one United States house sold $1,200,000 worth of farm machinery in the Bow River Valley last season. Possibly the figures were exaggerated but it is certain that a very large amount of this class of goods finds its way into the Canadian West each year. United States papers and magazines send their best writers through the country to gather material for special stories. These stories—appearing, as they do, in the best publications in the States—carry great weight with them, and attract a deal of attention to Western Canada from manufacturers and selling agents of American goods.

Tide Flows North and West.

Ninety thousand farmers from the States crossed into Western Canada last year. They brought with them goods and money estimated at $90,000,000 and they brought more than that; they brought a big trade in all sorts of farm machinery and in dozens of other lines. Naturally, perhaps, these men are disposed to buy the makes of machinery and other goods which they have tested and know. Certainly, they will buy heavily and just as certainly will be most likely to buy the goods that are easiest to come at if the quality is there. Ex-



The growth of Winnipeg is one of those industrial phenomena which can be seen only in a thriving western country.

perience proves that the people who come to Western Canada from the States, speedily develop into good citizens of Canada, contented with their lot and circumstances and believers in things Canadian.

There is a big market in the West for railway supplies and equipment. In no other country at the present day is so much new work being undertaken as in Canada, where thousands of miles of new railroads have been planned for completion in 1910, thereby creating a greater demand for railway supplies and equipment. The principal requirements of the market are capable of supply by Canadian industries and there is a very great opportunity for expansion along these lines.

Another branch of supply for which there is great demand is that which may be termed Municipal Supplies. New municipalities are being formed throughout the Western Provinces in great number. From the first these new towns are in the market for machinery such as rollers, scrapers, lighting plants, etc., etc., the principal parts of which are required during the first five years of the town's growth and the work of supplying this demand offers great scope for manufacturers of this class of machinery. Large contracts for well-boring, grading of highways, draining and cleaning work are also being drawn up for completion and will entail the use of a great deal of special machinery and supplies.

Government Expenditure Large.

Governments, Dominion, Provincial and Civic, spend liberally in the West for improvements that must be made to keep pace with the growth of the country. For instance: the Dominion Government estimates for 1910 included such substantial items as these: for St. Andrew's Rapids improvements, $550,000; for harbor improvements at Fort William, $800,000; for Lake Winnipeg wharves, $10,000; protection of entrance channel at the mouth of Red River, $10,000; Winnipeg beach harbor, protection pier, etc., $10,000, plus a revote of $7,480 lapsed. In Saskatchewan and Alberta money to the amount of $89,000 is to be expended for river and harbor improvements. The amounts set aside for public and military buildings throughout the West is well over half a million and all of this great expenditure means trade for Eastern manufacturers of building materials, hardware, dredging machinery, pile drivers, drills and other lines too numerous to be cited here.



The West at play.

Automobiles in Great Demand.

In times of good harvests the Western farmer's thoughts lightly turn to thoughts of motor cars and his city cousins do not lag in this respect. Level, asphalted streets in the cities and prairie roads that are as flat as floors, and as hard in good weather, make the West an ideal country for automobiles. Given the money for the purchase price and care of a motor car, and there is every other inducement that may be had for the ownership of automobiles in Western Canada. Good crops and good prices have supplied the wherewithal and not only do the business men of Western cities and towns very generally own automobiles, but dealers in cars bear testimony to the large number of customers they have among the farmers. In fact, ownership of cars is about equally divided between city and country in Manitoba where trade reports give 500 of the one thousand cars in the province to the farmers.

In such a city as Winnipeg, the rapid increase in the number of automobiles is noticeable to even the casual onlooker, an effect not extraordinary in the face of the fact that the automobile census shows a doubling up of the figures in a year. Twenty-seven types of cars are sold in Winnipeg by regularly established agents and these houses are not able to keep pace with their orders. Every indication goes to show that the automobile trade of Winnipeg and the West will make great progress during the next year; greater even than has been made during the past year. Given a good crop, and there is no doubt that the most sanguine expectations that may be indulged in will not overstep the bounds of actual performance. So much trade from a population that is increasing by tens of thousands every month, gives absolute warrant of enormous future demand for automobiles in the West and should be a business hint of value to Eastern Canadian makers of automobiles.

Of course, trade promotion along this line should include the best types of commercial and agricultural motor vehicles, for which there is a strong and growing demand in the West.

Boot and Shoe Trade.

Coming to things which are smaller in the unit but which aggregate very largely, boots and shoes have a high place in industries which afford opportunity for expansion in the West.

At present Winnipeg has nine wholesale boot and shoe houses; the value of their combined output is approximately $4,000,000 and this amount is exclusive of at least $1,000,000

worth of goods purchased direct from the factories in Eastern Canada and the United States by the retail trade. The rapid growth of the city of Winnipeg is providing an excellent labor market, and factory sites with facilities for direct distribution of goods over all lines of railway are available at reasonable prices. Winnipeg is offering a fixed valuation assessment for a period of twelve years to manufacturers, and a competing Hydro-Electric plant is being completed by the city from which an abundance of surplus power will be ready at the close of 1910; this will tend to reduce operating costs to a minimum.

In this, and in some other lines, local development of industries would be highly profitable.

For instance: Western Canada is now using of finished leather—chiefly in the harness industry—$750,000 worth annually. At present all hides are shipped to Eastern Canada and the United States tanneries, and the finished product is again shipped back a distance of 1,500 miles, or purchased, with an import duty added of 15 per cent., from the American tanner. Nevertheless, a sure source of supply of hides for tanning is at hand. Four abattoirs in the city of Winnipeg are producing annually about 100,000 hides, in addition to which an equal amount of supply from points in the three provinces of Manitoba, Saskatchewan and Alberta can be added. The growing interest in mixed farming throughout the Canadian West is responsible for the big increase in the live stock trade of this part of Canada, which is certain to advance as rapidly as the country fills up, thus assuring a supply of raw material for the practical tanner who enters this field. Again: There are twenty wholesale houses in the city of Winnipeg that handle gloves and mittens, and their combined annual turnover may be placed, approximately, at $1,500,000. The largest of these houses handled $75,000 worth of these goods last year. Dealers' imports vary from 30 to 60 per cent. of United States made goods, the balance being brought in from Ontario and Quebec points in Eastern Canada. Western Canada is a glove and mitten country. The Canadian tariff on American goods in this line is 35 per cent. To these may be added the opportunities open for manufacturers of men's, boys' and youths' shoe packs, leggings, sheepskin socks and boots. The trade in this line, that has already been developed to some extent by Western United States manufacturing concerns, might be doubled many times by Canadian factories producing these lines of goods and improved methods of securing the trade.

The same conditions apply to the sheepskin clothing industry—a business that has an unlimited market in the Canadian West, where the purchasing public leans toward the style and quality of goods that are being turned out by the American manufacturers.

Winnipeg Fine Home Market.

Speaking before the Winnipeg branch of the Canadian Manufacturers Association recently, Mayor W. Sanford Evans, among other things, said:

"Winnipeg offers the best home market in Canada. Winnipeg offers distribution facilities and transportation facilities which are better than those of any other place in Western Canada. Moreover, Winnipeg offers the best labor market in the West. This is proved by the large increase in the population year by year. Now, we are not only securing a rapidly growing population, but I believe it is a fact that the City of Winnipeg is putting forward greater efforts to make this city comfortable and attractive to live in than is the case in any other city on the continent. In all the work we are doing in improving our streets and in supplying water, sewer and other services, in all that our different civic departments are doing to render the city more beautiful, in all the efforts that we have put forth in connection with education, it will be seen that Winnipeg is making extraordinary efforts not only to render the city attractive, but to make it a place that men will not only be glad to visit, but will be glad to make their homes in. Some of these results may be seen in the improvement of our sanitary conditions. The city is doing all that can be reasonably expected to make our population healthy and contented. In these respects and in other matters important to manufacturers and to labor, Winnipeg offers advantages which I may unhesitatingly state are better than those of any other city in Western Canada. This city has also done more than any other city of its size for the protection of property from fire by the construction of a high pressure system of proved efficiency. The credit of Winnipeg to-day remains good, and its financial condition is thoroughly sound. This is an important matter when a city wishes to go to outside markets for money to assist it in the development of its projects. And this also applies to the manufacturer doing business—the city where his investment is made and his interests are has a good financial name in the world.

"Then take the important question of power. This city is making an extraordinary effort to secure that for the future not only shall there be abundance of power in the City of Winnipeg, but that that power shall be available at the least possible cost which conditions in this part of the country admit of. The city has been making an honest effort to observe sound engineering principles in the construction of its new plant. Then, of course, it must be managed in the best possible way. We can assure the manufacturers of the future that there will be abundance of power available here, and that the power will be as cheap as it is possible to produce it."

Good Market; Suitable Home.

Thus it is shown that the West is a splendid market in which the Eastern manufacturer may sell his goods or an equally excellent site for branch factories; the manufacturer's choice in this respect must be determined by his judgment of



The West is not without factories of its own, and it is developing.

the conditions as he knows them in the East or as he finds them in the West upon investigation. It will pay him to make this investigation in person; to send a man to do the man's work of measuring the industrial possibilities of Western Canada. It is a big question and it demands big treatment; anything less than large will not serve the purpose.

Here is a country—measured from the Great Lakes to the Pacific Coast—approximately 2,000 miles from east to west, and in its more thickly settled parts about 500 miles from south to north. Within this area lie tremendous possibilities for agricultural, industrial and commercial expansion. The West already has made great strides along these lines, but the journey is only begun—the train but just started.

Immigration is pouring into the West with undiminished fervor, with unabated enthusiasm; precisely stated, the number of immigrants into Canada in 1909 to March 1st, 1910, was nearly 200,000, as against 146,900 for 1908 to March 31st, 1909. From over the sea, up from the South, out from the East, they pour into the West and are filling up the country, prairie and mountains, with incredible rapidity. The needs of these new settlers in the West are increased by their prosperity, are multiplied with the possession of wealth that follows in the wake of good crops. In general, the man whose earnings are



A wholesale section in Winnipeg.

big will spend money freely. Economists of the Rockefeller and Sage types may prate of saving, writers and speakers may preach the need of cheese-paring methods to the accumulation of wealth; their words and lines fall, for the most part, on barren ground. The successful farmer is provident, but not niggardly; saving, but not scrimping. He buys liberally to supply his needs, and often luxuriously to suit his tastes.

The Western Canadian farmer is an exemplar of this. He buys heavily of farm machinery, clothing, foodstuffs, household furniture, to supply his necessities; and of pianos, jewellery, automobiles and other luxuries because he has the money and chooses to spend it in that way. His city brother, doing business on the basis of the crop output and the other natural resources of the West follows in the footsteps of the farmer and is a liberal buyer too. Sometime the West will be better able to take care of the demand thus created and maintained; at present it cannot hope to, and the task devolves upon the manufacturers of other parts, to a considerable extent. It is the province of the eastern manufacturer—his trade duty—to study the western market; to become familiar, in general and in detail, with its requirements; to meet its demands as completely as possible. Whether he does this from his factory in the East or from a branch located in the West must be determined by himself upon personal study of the conditions. At all events, the subject is one well worth his while to consider and look into.

CLOSING A SALE.

A sales manager tells the story of how he learned to close a prospect, in a recent issue of System:

"I had been out on my route for some time and had had no difficulty in any part of the sale except in actually closing. I had the talking points to use and had the product to back them up. I had everything but the ability to close the sale. I could convince the prospect that he needed my device, but I could not get him to finally sign the order.

"I was sitting in a hotel in a little country town, where I had just failed in getting a contract. I was pretty much discouraged and made up my mind that there surely was something wrong with my method of presentation. Sitting next to me was a fellow travelling man—a Scotchman who sold a high-priced device to banks. I had scraped an acquaintance with him and I knew from the product he sold and the way he talked that he was a good salesman.

"So I told him of my experience in the town we were in, and asked him frankly what the trouble was in my work—why it was I could not land a single order. He leaned back in his chair—and after the manner of the Scotch—said deliberately:

" 'He made some objections?'

"I answered that he did.

" 'You killed them off?"

"I again answered in the affirmative.

" 'Well,' he deliberated 'there is a great deal of difference in the way you kill objections. I take it, young man, that you are rather impetuous. Your man makes an objection; you answer it immediately—and with considerable force. You kill his objection too dead. You show him that you are ready for him. You hit each objection too hard and he resents it. " 'Now the way for you to do when he springs an objection, is to act somewhat surprised—as though you never had heard just that same objection before. Each time he objects you stop rather reflectively and ask him if he does not think that perhaps it could be partially got around after such and such a manner. You get him to concede something—a part of what you need—and then you take that as a basis from which to kill the entire objection and gain your point.

" 'So you flatter him by making him think that he is the only man who ever made that objection. By partially refuting it you can even make him suggest what he could do to get around the very objection he has himself made.' "

The G. T. R. will build 500 special cars for carrying automobiles. They will be steel framed, and the doors will take up almost the entire end of the cars. In all, the Grand Trunk is calling for tenders for well over $3,000,000 of freight equipment, much of which is being ordered in anticipation of the wheat business from the West next year. The prospective order includes two thousand five hundred steel-frame box cars of 100,000 pounds capacity, especially designed for wheat carrying, and of a type which is a radical departure for the road. Twenty of these cars in a train will carry a thousand tons of wheat, and they will be utilized next fall when the western harvest starts.

YEARLY TRIBUTE TO FIRE DEMON

Because Canadians are careless and prodigal, they spend over forty million dollars annually as a direct or indirect result of fires. Seven eighths of this is unnecessary.

"THE most reprehensible of all waste is destruction and the most destructive of all agencies is fire," is the way Mr. Peter Gillespie, President of the Canadian Cement and Concrete Association, introduced a discussion on Canada's fire waste at a recent meeting of the body over which he presides. What our fires cost us compels attention to this most expensive of extravagances. To quote at length from Mr. Gillespie:

Fire Losses in the United States.

A report of the United States Geological Survey, recently to hand, affirms that during the year 1907 the per capita loss in the United States due to the destruction of buildings and their contents by fire was $2.51, while the average corresponding per capita loss in Austria, Denmark, France, Germany, Italy and Switzerland during various periods from 1898 to 1904 was only $.33, an amount only one-eighth that quoted for the United States of America. It must also be remembered that to the actual per capita loss as given above, viz., $2.51, must be added a number of items indirectly if not directly chargeable to the fire fiend. Premiums are paid to fire insurance companies obviously very much in excess of the compensation for fire losses returned to the insured; fire fighting equipment and a water distributing system must be installed and maintained at an expense very much in excess of what would be required for purely industrial and domestic necessities. These, the statistician has estimated annually as follows:



MR. PETER GILLESPIE

President of the Canadian Cement and Concrete Association and Professor in Applied Science in the University of Toronto.

Excess of premiums paid over amount of losses returned, per capita	$1.71
Maintenance of waterworks, chargeable to fire service exclusively, per capita	.33
Maintenance of public fire departments, per capita	.57
Maintenance of private fire protection, per capita	.21

This makes a total annual per capita tax of $5.33, and represents an aggregate cost to the people of the United States of $456,000,000, an amount the magnitude of which it is exceedingly difficult to comprehend. If, through any cause, it were possible to reduce the actual fire loss in the United States to a figure comparable with what prevails in the countries of continental Europe, there would be a proportionate reduction in the related and accessory items as well, which, it is estimated, would reduce the aggregate loss through fire to $90,000,000, which would mean a saving to the Republic of $366,000,000. In consequence it would appear that the United States is paying annually a preventable tax sufficient to construct a Panama Canal. For the year 1907, the total value of buildings erected in the Republic was conservatively estimated at $1,000,000,000, and from what has been said above, it is seen that a loss by fire equal to practically half the value of the buildings constructed, was suffered by the American people. This is a loss that no system of account keeping or no method of clever logic can conceal. Destruction by fire is absolute and irreparable, and insurance when paid to the owner, serves only to distribute the loss among the whole body of the insured. This state of affairs is truly appalling and it is a striking wonder that economists have given so little attention to the evil and its remedy.

The "Monetary Times" of Jan. 8, 1910, reports the aggregate loss in Canada due to fire, during the year 1909, as $18,905,000, with a total loss of life of 219. The daily press report of a fire was first accepted by this journal and then enquiries were addressed personally to the owner and occupant of the property destroyed. In this way fairly authentic information regarding the magnitude of the loss was obtained. An actual fire loss of one and three-quarter millions of dollars per month in Canada must make us pause. This is equivalent to a per capita loss of $2.70, seven per cent. greater than that reported by the United States, 23 times as large as that reported for Italy, 6 times as large as that reported for Germany, and 9 times as large as that reported for France.

Assuming that for Canada, the accessory and related losses due to insurance, fire protection, etc., are of the same order as in the neighboring Republic, Canada's sacrifice to the fire monster, directly or indirectly, will approximate the enormous total of $40,000,000 per year. This amount is four times the yearly interest on Canada's national debt, is nearly equal to the total annual revenue from duties on imports into Canada, is seven times as large as the entire annual expenditure for postal facilities in this country, is twice as great as the entire expenditure by the people of the country for the maintenance of churches and clergy of all denominations, and is sufficient to construct four Dreadnoughts annually. In addition to this, there were sacrificed last year, four lives per week for every week of the year, a number almost large enough to place a victim's skull on every milepost between Buffalo and Detroit.

On this side of the water we view with alarm the manner in which the European powers are breaking the backs of their taxpayers in order to render their armaments on land and sea more and more formidable, and we are sometimes in consequence led to doubt the real progress of civilization, not thinking perhaps that our own prodigality in the matter of destruction by fire must arouse in them a feeling of wonder-

ment at the folly of the so-called progressive American people.

The cause of such destruction is not far to seek. Our buildings, many of them, are constructed of most inflammable materials, and although they may be protected by the most perfect fire-fighting appliances that ingenuity can devise, conflagrations are inevitable. The disastrous Toronto and Baltimore fires of 1904, the San Francisco calamity of 1906, the Collingwood schoolhouse tragedy, and the conflagration in Chelsea, Mass., in 1908, are still fresh in people's minds, and it is safe to say that had fireproof construction as to-day understood, prevailed generally, these unfortunate disasters would either never have occurred or the evils attending them would have been very much less than they actually were. The alarming feature of the entire situation is that similar calamities may occur any day in any city in Canada or the United States.

In America, combustible building materials are employed to an extent that would not be tolerated in Europe. Older in the world's history than America, these nations have developed a wisdom in construction in comparison with which America suffers greatly. In many European cities, the erection of wooden buildings is prohibited and the use of inflammable materials in construction is so rigidly regulated and overseen that fires are practically confined in every instance to the building in which they originated. It is manifest from the results that the consequences of European paternal government are not all disadvantages.

BETTER HERE THAN THERE.

"Would the citizens of Peterborough and the farmers round about it prefer to have Canada supplied with cereals from the United States or from the big branch plant which has been erected in that city?"—*Industrial Canada.*

Undoubtedly it is better to have this great industry here in Peterborough than to have it over there. The industry creates a home market for a large quantity of Canadian cereals. The workmen employed in it buy their supplies of meat, eggs, vegetables and fruits from Canadian farmers. They patronize the grocery, dry goods, furniture, hardware, drug and general stores of Peterborough. They give employment to Peterborough carpenters, plasterers, plumbers, tailors, milliners, shoemakers, real estate agents, school teachers, music teachers and preachers. All these people consume food produced by the farmers of Peterborough County.

But for Canada's protective tariff all this activity would be going on in the United States instead of in Canada, and what is true of this industry is true of many other industries in towns and cities throughout Canada. The farmers of Canada do not fully realize how greatly the protective tariff benefits them.—*Peterborough Review.*

PATENTS IN AUSTRALIA.

Before the new Australian Patents Bill was passed in the last session of the Commonwealth Parliament, says *Commercial Intelligence*, an important alteration of the compulsory working clause was introduced by the Government. The Bill, as passed, does not impose the extreme penalty of revocation of a patent in the event of its not being adequately worked in Australia; representations were made that this would deter capitalists from exploiting patents, and so deprive the country of industries it otherwise might have. If an applicant satisfies the Court that a patent is not being adequately worked, an order may be given after a specified reasonable time withholding from the patentee the right of action for infringement of the patent, but if after an order has been given against the patentee no one undertakes to work the patent and the patentee himself eventually complies with the Act, the order may be revoked. Or alternatively to giving the order applied for the Court may require the patentee to grant the applicant a compulsory license on such terms as it may consider just. The patentee may also apply for an extension of the time specified before an order against him is put into force, and the Court would be prepared to grant his request if satisfied with the reasons given for failure to work the patent.

USE FOR FLAX STRAW.

Members of the C. P. R. staff, who have been conducting experiments for some years, have perfected a process for the utilization of the waste straw in flax. The straw fibre can be converted into rope, tapestries, or textile fabrics of various kinds. The information now in the hands of the President of the Canadian Pacific Railway Company establishes the fact conclusively that there is no country in the world so well adapted as Canada for the production of flax. The temperature between 45 degrees and 62 degrees north latitude is the finest for the growing of that cereal, and, in addition to this, the soil is particularly well adapted for its growth wherever it has been tried.

What intensifies the interest in the discovery and enhances its value from a national point of view is the fact that flax will now be more remunerative than wheat, and can be grown after the natural chemicals in the soil have become too exhausted for the production of that cereal.

Mr. L. O. Armstrong, the industrial agent of the C. P. R., has left for Sault Ste. Marie, where he will open an Ontario campaign, urging the farmers to devote their energies to the growing of flax.

CANADIAN TRADE WITH CUBA INCREASING.

Of manufactured goods, for which there is a market, paper probably ranks first. The last Cuban statistics show that Canada stands third in the amount of paper exported to Cuba, and as paper in rolls is not dutiable, this trade is rapidly increasing. Cuban statistics show that Canada ships more stone to Cuba than any other country, the total importations for the last fiscal year being 4,260,200 kilos, of which Canada supplied 3,585,642 kilos. Plows, cultivators, and some other farming implements, not dutiable, should find a market here. Several brokers in Havana are anxious to handle Canadian coal, for which they believe there is a market. Others believe that a fair grade Canadian flour could be sold in spite of the tariff handicap. Dairy products—butter, eggs and cheese—might well find a large market.

Canadian statistics show that for the month of December the exports to Cuba were $52,000 in excess of those for the corresponding month of the previous year. Those for the following months will make an equally good showing. These exports consisted of potatoes, hay, oats, condensed milk, lumber, apples, paper and salt fish.

WANTED.

Young man with technical education wanted in Canadian paper mill to learn felt paper business. Must speak French. Excellent opportunity for right man. State age, education, experience, if any, and pay expected. Address 2142, c.-o. INDUSTRIAL CANADA.

MEN AND EVENTS

SIR LOMER GOUIN, whose declaration of principles in favor of an advanced pulpwood policy for the Province of Quebec, has met with uniform approval, is a man of convictions. A few years ago he became seized of the importance of technical education to the industrial welfare of his Province. Immediately he made inquiries as to the best system to be adopted and proceeded to establish schools. In course of construction at Montreal at the present time is a building of fine proportions in which will be centred an adequate system to cover the province.

More recently conservation of natural resources came to the front. It developed that Canada, which was the great home of pulpwood on this continent, was selling it at small profit to herself, in an unmanufactured state. Sir Lomer has put a stop to this as far as the crown lands over which he has control are concerned. Henceforth the wood must be turned into pulp before it is exported.

This is true conservation. While restricting the cutting of timber and so prolonging the period in which our natural forests will last, it also enables us to get the best value out of it by bringing capital and labor to this country.

* * *

WHEAT is carried from the head of the lakes to Montreal for less than six cents a bushel by the all-water or the water and rail route. The published rate for the all-rail carriage between the same two points is twelve cents. We use the word "published" advisedly, because practically there is no rate—no wheat is carried that way. That is what makes the opening of navigation in the lakes and canals of such immense importance to the people of Canada.

With frenzied speed in the autumn grain is rushed to Port Arthur or Fort William, where boats rush in for their loads, and elevators groan with the weight of wheat that is being constantly poured into them and just as rapidly ejected. There is a reason for all the hurry. What is not forwarded to Montreal before the close of navigation must be stored for months of winter in the elevators and bins of the West.

This year the phenomenally fine spring has made the movement of grain start particularly early. The grain boat which is shown in the accompanying illustration cleared from Fort William on April 11th—almost three weeks earlier than last year. This means that the consumer in England will get his Canadian wheat so much the sooner and that money will be set in circulation under similar favorable conditions. All of which gives added joy and optimism to the people of the West, who already see another harvest in prospect.



First grain boat leaving Fort William for season of 1910. She cleared with 191,000 bushels on April 11th, nearly a month earlier than last year.

* * *

A DISTINGUISHED visitor to Canada during the past month was Sir Edward Morris, Prime Minister of Newfoundland, who is now on his way to The Hague, where he will appear as one of the counsel in the fisheries arbitration. Sir Edward is firmly convinced that the Ancient Colony is on the verge of a notable industrial boom. In particularly hopeful terms does he speak of the mineral resources which are now for the first time being systematically exploited.

"Newfoundland," he said, when in Montreal, "is just entering upon a mineral boom, which promises to have very far-reaching developments. An English company has entered into



Mr. Marshall H. Brown
Recently elected to the Presidency of the Canadian Freight Association.



Sir Lomer Gouin
Whose government has prohibited the exportation of pulp wood.



Sir Edward Morris
Newfoundland's Prime Minister who discussed trade conditions, on his way to the Hague.

an agreement with the Government to undertake the exploration of the coal areas in the central portion of the island, comparatively near the Harmsworths' mills at Grand Falls, and the Albert E. Reed's enterprise at Bishop's Falls. In this region the existence of coal deposits has been scientifically determined. The precise location of workable seams is now being sought, and this concern will spend a substantial amount in boring during the present season, and next year as well. The colony now imports about 200,000 tons of coal from Cape Breton, valued at about one and one-quarter million dollars, and the needs of the Harmsworths and the Albert E. Reed Company will represent another 50,000 tons, swelling the total money value to one and one-half million dollars annually. Could coal seams be developed in the island and made commercially available, it would mean the retention of this large amount amongst us every year, which now has to be exported, and would likewise employ a considerable force of operatives.

The output of pulp and paper from the Harmsworth mills every year will be, it is estimated, not less than $3,500,000, and that from the Albert E. Reed mills another $2,500,000. These figures represent the value of nearly all the island's fisheries, and if to that there could be added coal mining only sufficient for the colony's needs, it would help materially to establish our industrial prosperity.

Another English company has secured control of the coal deposits on the West Coast, and will undertake similar development there, the advantage of these deposits being that they lie quite near Port - aux - Basques, which occupies a position near Cape Ray, similar to that which Sydney occupies on the other side of Cabot Strait, so that ocean steamers could be bunkered there as easily and as cheaply when entering or leaving the St. Lawrence. Yet another English concern plans the development of the Cleary coal seams, near St. George's, which is regarded as a highly promising proposition.

"A noteworthy circumstance in connection with Newfoundland's mining development at present is that practically all the capital which has been interested in these matters comes from England. In addition to three English concerns undertaking the development of as many coal deposits, another English concern has undertaken to operate a copper mine at York Harbor, Bay of Islands, which is regarded as one of the best copper mines in the island, but which was unwisely operated by an American concern. This English corporation will develop it along new lines, and will also establish a smelter there for the refining of the ore and likewise for the smelting of copper ore from other deposits throughout the colony. The Government has undertaken to pay a bounty upon such ores carried there to be smelted, up to five hundred tons from each different deposit, the idea being to test the value of these areas before the product leaves the colony.

"Further up the west coast, at Parson's Pond, is the petrol belt, a section of the seaboard where petrol-bearing shales have been prospected with a considerable degree of profit for some years past. The present boom in oil everywhere, the demand of the Admiralty for oil within the Empire for fuel for the navy, and the fact that whilst in England last year I secured a promise from the Admiralty that if our oil was satisfactory it would strongly commend itself to the naval authorities, have all tended to stimulate development in this direction, and an English syndicate has been formed known as the Newfoundland Oil Fields, Limited, which will undertake an extensive operation of these deposits henceforth."

* * *

Marvellous!



The Heavenly Visitor: "The last time I passed that Old Sphere was baldheaded."

—From the *Vancouver Daily Province.*

Discovered Goose that Lays the Golden Egg.



How the Canadian West is being settled.

—From the *Vancouver Daily Province.*

ON another page of this issue appears an outline of the proposition to build a residence for girls working in Toronto factories. Credit for the great progress which has already been made is in a large measure due to Mr. Thos. Roden, who, as Chairman of the Committee on Welfare Work, representing the Toronto Branch of the Canadian Manufacturers Association, has done great service in the work of bettering living conditions of industrial workers. He and the group of manufacturers with whom he has been associated in this work have originated a movement in Toronto which has great possibilities for good in it.

The actual betterment of factory conditions was left to individual employers. A canvass of the situation showed that in most factories where female help was employed welfare work of some kind or other was in operation. The great diversity of needs made it impossible to develop any uniform scheme; each employer had to do what seemed to him beneficial and practicable.

Growing out of the original idea, however, was this scheme to establish a house which would serve both as a temporary living place and as a permanent club and social centre. A betterment of the home life became the object to be worked for. No proposal could be made which would gain greater sympathy and support from citizens who are interested in the public welfare.

* * *

MR. MARSHALL H. BROWN, General Freight Agent, Ontario Division, C.P.R., has been elected Chairman of the Canadian Freight Association, an organization consisting of representatives of all the railways in Canada. Mr. Brown stands high among the freight traffic officials in Toronto and the honor to which he has been called by his associates is a recognition of real merit. The Association over which he will preside for the coming year is one of great influence. Through its various committees it governs the whole freight situation, from the drawing up of classifications to the fixing of rates, subject only to the approval of the Railway Commission. Through it a uniform and harmonious system is worked out by all lines. The necessity of such uniformity is recognised by shippers as well as by railway men.

FRIENDS of J. P. Morgan who keep in close touch with him, says a writer in "System," assert that although he goes to Europe primarily for rest he works harder during his absence than the average man works when at his desk. Between his visits to art galleries and connoisseurs, to kings and other rulers, he contrives to attend to a vast amount of business. The cables between the house at the corner of Wall and Broad Streets and the foreign offices of Morgan & Company are kept busy every day. Not only so, but Mr. Morgan always has a secretary along with him to assist in the transaction of his huge affairs, a position that is by no means a sinecure.

Mr. Morgan, it is said, has no intention of retiring completely from active business life. In this connection it may be interesting to narrate a conversation that took place some time ago. A middle-aged friend of Mr. Morgan said to him: "Why don't you retire, Mr. Morgan? You have already done a big life's work."

"Umph, when did your father retire?" came the quick reply.

"In ———."

"And when did he die?"

"Oh, he died about a year later."

"Just so; if he had continued in business he would have been alive still," was the rejoinder that closed the conversation. This is Mr. Morgan's theory.

And there are others who share the old belief that a man is only as old as he feels.

* * *

MR. J. F. MACKAY has been elected to the Presidency of The Canadian Club, Toronto. The office is one of great honor, representing the leadership in an organization of well on to two thousand members. That the Club's welfare will be ably conserved and extended is assured. Mr. Mackay has been a member of the Canadian Manufacturers Association for several years, during which time he has given invaluable assistance to the cause of technical education. During his incumbency of the office of Chairman of the Standing Committee on Technical Education a vigorous and wisely directed campaign in favor of a Government Commission has been carried on, with the result that the Association's wishes have at last been acceded to. The good judgment which has characterized Mr. Mackay's work in the agitation for industrial efficiency will be called into full play in the direction of the affairs of the Canadian Club.

* * *

NOTHING short of astonishing is the record of immigration from the United States for the year ending March 31st, 1910. During that period 103,789 persons entered Canada from that country. They are very welcome. We get no class of settlers who are more valuable than these. They are neither misfits nor weaklings, but a sturdy race of farmers, men for the most part who have broken ground and established homes in their own country and who now are coming north with the experiences they have had under practically similar conditions and with the money they have made. Such farmers are productive from the first season they arrive. Nor have they been found slow to take up the responsibilities of citizenship in the country to which they have come. They are an excellent acquisition to our national resources.



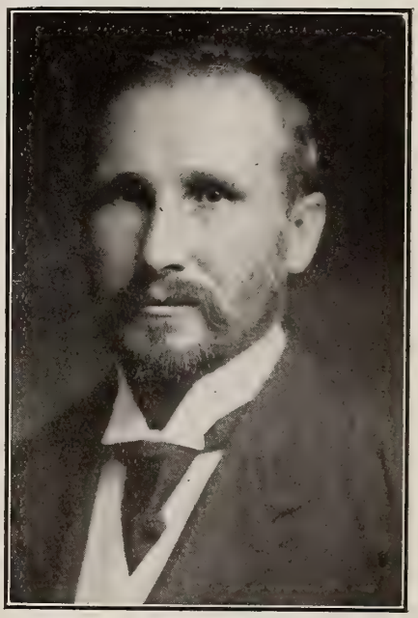
Mr. J. F. MacKay

A member of the C. M. A. who was recently chosen President of the Canadian Club, Toronto.



Hon. W. L. M. King

Whose Anti-Combines Act is a piece of experimental Industrial Legislation.



Mr. Thos. Roden

Who is the chief moving spirit in the campaign for working girls' residences in Toronto.

In addition to these during the past year our population was increased by 104,996 persons who entered by the ocean ports. Many of these were from the British Islands and for that reason are doubly welcome. They bring with them conceptions of liberty and a knowledge of democratic institutions which will form a leaven in a country which has been of late almost too busy to think of these things.

For the first month of immigration this year the records are twice as good as for the same month last year. An average of over a thousand a day for every day in the month is what the figures show. There is room for them all and millions that will come after them before the prairies are filled. Meanwhile the influx of new population will stimulate business in every line.

* * *

THE legislative effort of the Federal Government to curb unfair combines has met with the approval of the House of Commons and is now in the hands of the Senate. How urgent the need for such an enactment was, may be open to doubt. The only real evidence available on

the subject consists in the fact that the penalty which has long existed in the Customs Act, against combinations which unduly enhance the price of a commodity has only been enforced once. There may be considerable ground for the belief that the demand for new legislation arose from a contemplation of certain industrial abnormalities which appear to flourish in the United States rather than to any real hardships under which we in this country suffer.

However, it will be generally accepted as an experiment, in the hope that if the need arises it will contain the means of effecting a redress. Such legislation, we presume, must always be tentative and experimental at first. Only after it is tried in actual practice does its essential weakness or strength appear. It might be pointed out, for instance, that the Industrial Disputes Act has worked out in quite a different manner from what was expected. Before it became law great stress was laid on the importance of publicity in settling disputes. Public opinion, formed on the evidence adduced at the sittings of Investigation Boards, was to compel the side with the weak cause to submit. As a matter of fact, largely owing to the wisdom of Prof. Shortt, the publicity side was subordinated to conciliation. The public knows just what the Chairman hands out, which usually is next to nothing. What is really effective is the bringing of the two sides together, letting them rub shoulders and see each others' viewpoint.

Publicity is counted on strongly in the present measure as a deterrent against monopolies using their monopoly to exact undue profits. Publicity gives an opening for much persecution. The mere fact that a man does not want his business published broadcast throughout the country is no proof that he is doing anything unfair. Bare statements of figures or profits, without all the innumerable incidents or conditions which make such profits turn into losses from time to time, would be manifestly unjust. It is conceivable that malcontents or professional agitators might use the Act for the annoyance and loss of legitimate industries.

By an amendment adopted in Committee the Act is made to apply not only to combines which use their position to raise unduly the price of commodities to consumers, but also to combines which take advantage of the absence of competition to decrease unduly the prices paid to the consumer for raw materials. Thus for instance, canners who take advantage of peculiar conditions to decrease unduly the price paid to fishermen during the busy season, or cold-storage men who keep down the market prices for agricultural products during certain seasons of the year, or grain-buyers who form a combine to restrict the prices paid farmers for their wheat will be amenable to the Act.

By an amendment as the Bill was going through Committee. Trades Unions were exempted from the operation of the Act. Why such an exception should have been made was not explained, except by the statement of Hon. Mr. King that the Trades and Labor Congress had urged it.

The procedure was not changed from that outlined in the April issue of INDUSTRIAL CANADA. The penalties are either a reduction in the tariff, a cancellation of patents or a fine. If the Board of Investigation bring in a report that an alleged combine exists the Attorney-General of the Province will be notified.

* * *

AN official bulletin of the Department of Trade and Commerce notes that "the expansion of Canadian trade continues to break all previous records." For the twelve months ending Feb. 28, 1910, the aggregate trade of Canada was $663,749,258. This amount surpassed that for the twelve months ended February 28, 1908, when the aggregate trade was $642,728,055, by $21,021,203. Analyzing these figures still further it will be seen from the statement that the exports of merchandise in the above period increased from $260,180,167 to $294,977,863, being an increase of $34,797,696. The imports of merchandise increased from $358,170,830 to $360,287,027, being an increase of $2,116,197. Similarly it will be seen that the figures for the eleven months ended February last increased considerably over the same period in 1908. The total trade in merchandise increased from $567,064,221 in 1908, to $602,308,775 in 1910, being an increase of $35,244,554. Including coin and bullion it will be seen that the total trade of Canada during the eleven months period mentioned increased from $589,775,974 to $610,577,981. In all the above comparisons the periods for 1910 are compared with the same periods in 1908, as the latter was the greatest year in the history of Canadian trade.

* * *

THE production of all kinds of pig iron in Canada for 1909, according to returns received by the American Iron and Steel Association, amounted to 677,090 tons, compared with 563,672 tons in 1908, an increase of 113,418 tons, or over 20.1 per cent. In the first half of the year the production was 349,641 tons, and in the second half 327,449 tons. Of the total production, 660,856 tons were made with coke and 16,234 with charcoal and electricity. The production of basic pig iron was 357,965 tons, compared with 335,410 tons in 1908. The Bessemer pig iron output was 169,545 tons, compared with 112,811 tons in 1908. On Dec. 31, 1909, Canada had 16 completed blast furnaces, of which 11 were in blast and 5 idle. of the total, 12 use coke for fuel and 4 use charcoal. In addition three coke stacks were being rebuilt on Dec. 31. In 1909 the Canadian furnaces consumed 1,311,796 tons of iron ore, 58,731 tons of mill cinder, scale, etc., and 470,080 tons of limestone.

Vers La Prosperite



La Comete de Halley.—"Tonnerre! Le Canadien est en train de battre mon record de vitesse!
—From *La Presse*, Montreal.

"Swarming"



And taking their honey with them.
—From the *World*, Toronto.

Question de Pulpe a Bois et de Soupe Aux Pois.



Sir Lomer.—Ecoute, Sam, si ta mere aime ma soupe aux pois, qu'elle vienne la manger avec moi, dans ma cuisine.—From *La Presse* Montreal.



A Canadian industry. The plant of the E. B. Eddy Co., Hull, Quebec

CANADA'S STRUGGLE FOR INDUSTRIAL SUPREMACY

By Mr. G. M. Murray,
In "Busy Man's Magazine."

Mr. Murray Discusses the Development of the Made-in-Canada Idea and Its Powerful Effect on the Industrial Welfare of all Classes in the Country.

IT HAS been said of many a great movement that its earliest beginnings are shrouded in obscurity. Perhaps when the history of the Made in Canada movement comes to be written up a century hence some such statement will be made of it. It all depends upon what is meant by beginnings. If one is satisfied to look upon the first organized plan of action as marking the beginning of the movement then the birth of the Made in Canada idea can be fixed almost with definiteness, but if, on the other hand, it is thought necessary to go beyond this stage, to trace back the idea in the abstract and to observe the extent to which the principle was practised by individuals on their own initiative without the promptings of an organization, then it may truly be said the beginnings of the Made in Canada movement are shrouded in obscurity.

The practice of the Made in Canada doctrine by individuals probably antedates the arrival in this country of the United Empire Loyalists. If it does not, we are at any rate safe in assuming that immediately after the War of Independence the spirit of loyalty and patriotism ran sufficiently high in Canada to constitute a serious obstacle to the sale of American goods.

But there is nothing to show that the phrase "Made in Canada" was in use at so early a period in our history. On the contrary, it seems to be an adoption of the last ten years. More than likely it is a local adaptation of the "Made in Germany" cry about which such a curious story is told.

There was a time not so very many years ago when an article labelled "Made in Germany" had about as much chance in the English market as an article labeled "Prison Made." This was due partly to the fact that in the manufacture of their goods the Germans used to sacrifice quality to cheapness, and partly also to the fact that as a commercial and naval power they were beginning to challenge the supremacy of Britain. If they had had any choice in the matter the Germans would probably have abandoned the phrase, but the customs regulations of England required all imported goods to be marked with the country of their origin. To meet the situation, the Germans began to use better material and to educate their artisan classes so as to permit of the highest class of workmanship going into their goods. The result was that in a remarkably short space of time the articles they produced were of such merit that they commanded a ready sale in England, despite the sentiment against them. To-day the expression "Made in Germany" is synonymous with the best the world can produce.

Promised to Aid.

The first definite use of the phrase "Made in Canada" as part of an organized campaign dates from the formation of the Canadian Industrial League in 1902. Although the operations of this League were more or less scattered and covered a period of only three years they were much more far-reaching in their effect than most people have any idea of. The campaign which the League conducted was mainly one of newspaper education, supplemented by Made in Canada Exhibitions, hangers and stickers, one of the latter bearing the well-known legend, "Keep your money in circulation at home by buying goods Made in Canada."

Members of this League were required to subscribe to the following undertaking:

"I hereby agree to become a member of the Canadian Industrial League, and promise to support by my vote and

influence the principle of Tariff Protection for Canadian farming, mining and manufacturing industries, the development of shipping facilities at Canadian ports, and their use in preference to foreign ports, the improvement of Canada's internal and external transportation facilities and Government regulation of railway rates, so that the products of farm and factory may be carried to consumers at home and abroad cheaply and with despatch. I also agree in making purchases to give the preference to articles "Made in Canada," when they are as cheap and as good as similar foreign products."

The above is interesting as showing the relation of the Made in Canada doctrine as conceived by its promoters to the Protectionist doctrine of the late Sir John A. Macdonald. It will be noted that each is the complement of the other. One defines the joint relation of our industries to the industries of foreign countries, the other defines the individual relation of our industries one to another. Protection is, as it were, our foreign industrial policy; "Made in Canada" our domestic industrial policy. Or, to put it briefly, loyalty to home industries is to be the domestic side of the tariff.

It is for this reason that the "Made in Canada" movement is sometimes referred to as our new national policy. Its advocates firmly believe that if rightly exploited it will eventually rival the great N.P. to which it has linked itself up. Whether it will or not remains to be seen, but the idea certainly seems to be capable of tremendous development, and under the guidance of a proper leader there is no reason why it should not revolutionize the industrial life of Canada just as its German counterpart has revolutionized the industrial life of Germany.

Pride of Skill.

The "Made in Canada" doctrine bases its claim for recognition in the first instance on common ordinary pride. It seeks to inculcate into the mind of the average Canadian citizen a pride in his country, in its resources, its products and its institutions. It endeavors to inspire him with confidence in the future of his country, and to lead him to believe firmly in its ability to produce what will compare favorably with the best in the world.

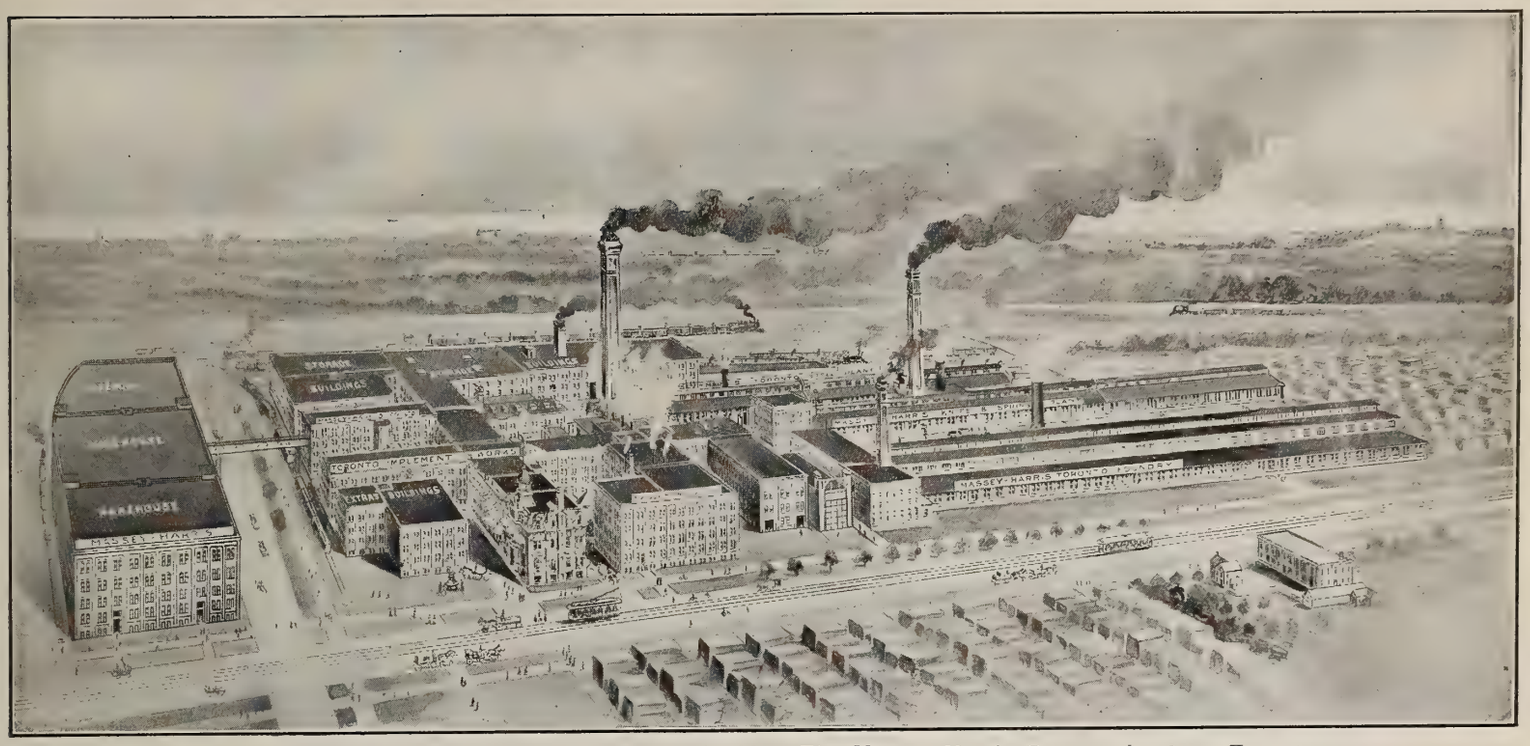
For such pride there is no doubt ample justification. Our resources both as regards quality and extent, are unsurpassed by those of any other country. Our wheat, our timber, our pulp, our fish, our fruit and our dairy products are standard the world over. Indeed, one only needs to mention to a Canadian audience No. 1 Hard, British Columbia "toothpicks," Malpecques, Montreal Melon, Northern Spy, or any one of a hundred other native products, to realize that we are proud of our country, proud of what she yields us and proud of what she grows us.

Now the average Canadian is a man of some grit; he comes from a virile stock, and he has been reared in a vigorous climate. Compared with the average foreigner, he has as much native ability and can do as good a day's work, and since he has an abundance of raw material of the first quality to work upon, it naturally follows that he should be able to produce as good an article. Whether he is really doing so or not makes little difference to the argument—no one disputes the statement that he *can* if he tries, and once he gets the proper infusion of Canadian pride in his blood, once he is shamed into acknowledging the fact that the foreigner is outdoing him, he *will* try and *will* succeed.

Just here it should be emphasized that it is essentially a part of any comprehensive "Made in Canada" campaign to put the Canadian manufacturer and the Canadian workingman on their mettle, to apply to them the spur of emulation, so that they will bring their product at least up to the level, if not beyond the level, of the foreign product with which they have to compete. Our country is an exceedingly prosperous one. As our people grow richer they are getting better educated, they are becoming more discriminating in their tastes. They are no longer content to put up with cheap or inferior goods, but are calling for the best and insisting on having them. The advocate of "Made in Canada" principles recognizes this condition and endeavors to meet it by encouraging the production of high-class goods. He preaches the more careful selection of material, the adoption of better methods of manufacture, the use of modern and up-to-date machinery, and above all the employment of highly skilled help. The scarcity of thoroughly competent artisans is one of the most serious difficulties with which he is at present called upon to contend, but he knows that that difficulty can



Where Canadian industry flourishes—The plant of the John Inglis Co., Toronto.



A Canadian industry whose market is world wide. The Massey Harris Company's plant, Toronto.

and will be removed by technical education, so, nothing daunted, he includes that subject as a part of his programme and keeps hammering away.

Where Merit Counts.

When the manufacturer, with the aid of his highly skilled workmen, has succeeded in imparting to his product some degree of style, of durability and all the other qualities that go to make up a first-class article, then, in the opinion of the "Made in Canada" advocate, he is entitled to appeal to the Canadian public for a business preference, so long as he is willing to sell at a reasonable price. But not till then. The "Made in Canada" movement can never amount to anything so long as it appeals for support on purely sentimental grounds. When international relations are strained, sentiment in business may sometimes count for a good deal, but at all other times it is the almighty dollar that rules. Given value for value, sentimental considerations may fairly be invoked to swing the decision one way or the other, but it is only when other things are equal that a right-thinking Canadian manufacturer should endeavor to bring this argument into play.

The man who turns out a second-rate article at a long price, labels it "Made in Canada" and then endeavors to work upon the patriotic feelings of the Canadian consumer in order to effect a sale deserves no sympathy. On the contrary, he deserves condign punishment, for by so doing he neutralizes the efforts of those who are trying to lift the standard of Canadian made goods, he disturbs the confidence which the public are beginning to place in the merit of our product, and he damages our national reputation, both at home and abroad.

It is perhaps a hard thing to say, but it is true nevertheless, that a large part of the so-called tariff troubles which some manufacturers complain about are not tariff troubles at all, but simply troubles that come about as the result of trying to sell goods which people do not want to buy. These manufacturers have been leaning too heavily upon the tariff; they have been depending on the tariff to help them out of any and all difficulties, to cover up their multitude of sins. The "Made in Canada" idea properly explained to them would show them that they must do something for themselves, that they must make the goods for which there is a demand, make them at a price, and then let the people know by advertising that they have them for sale. The "Made in Canada" army will tolerate no sluggards in its camp; everyone must be a worker in the common cause of enhancing the country's reputation, and making it to be known as the workshop where people can get high-class goods, and value for their money.

But in working to this end there is another and perhaps more stubborn kind of opposition to be met with. It comes originally from a certain class of people who have a high opinion of themselves, who are more or less slaves of fashion and who think that nothing is good enough for them unless it comes from New York, or from London, or from Paris. To them Canadian-made suggests home-made, and of course anything home-made is quite too common for their fastidious tastes. In catering to these people the retail trade have been forced into carrying imported lines, first one thing and then another. Naturally the retailer will not belittle a fad which is profitable to his business; on the contrary he encourages it, and he soon finds it an easy matter to persuade the understrapper who delights in aping the manners of his betters, to buy imported goods too. In the end all these people become thoroughly prejudiced against Canadian-made goods, and will flatly contradict anyone who is bold enough to suggest that they could get equal value and equal style in domestic goods.

Got What He Wanted.

Some two years ago a business man whom we shall call Mr. Brown went into a King Street tailoring establishment in Toronto to look at some suitings. He asked for serges and was shown the usual assortment of English and Irish goods.

"Let me see your Canadian serges," he asked.

"Oh, we don't carry any Canadian serges," was the somewhat deprecating reply. "You see, there is no demand for them, they are of such inferior quality."

"Well, I want a Canadian serge," answered Mr. Brown. "As to the quality, I am quite prepared to take chances on that. Can't you send out to the wholesale and get me some samples?"

"Well, really," answered the tailor, hesitatingly, "I would like to oblige you, but you see we have a reputation to sustain, and anyway I don't know a single wholesaler in the city who carries Canadian serges."

"Do you want my order, or don't you?" asked Mr. Brown, curtly, "because if you do you will get some samples and send them over to my office." With that he turned on his heel and walked away.

In less than half an hour the tailor's clerk called with an assortment of samples, all Canadian serges, from which a selection was made and the order given.

A week later Brown was called over to try his suit on. The tailor received him with an apologetic smile, and as he helped him into the coat he remarked: "That is a beautiful piece of goods, Mr. Brown; I must admit I had no idea such fine serges were made in this country."

"Of course you didn't know," retorted Mr. Brown, "because you've been so eager to humor the whims of your customers that you wouldn't even take the trouble to look at the samples the travellers for Canadian houses brought around to show you. By the way, what are you going to charge me for this suit?"

"Well, really, Mr. Brown," said the tailor, "I can't afford to give it to you for any less than that Irish serge. It costs me just as much."

"That's all right," said Brown, "it's just as good a cloth, isn't it?"

"Yes, it seems to be."

"Then it ought to be worth as much."

But the tailor's feelings were hurt. His dignity had been offended. He had been tripped up in a misstatement of fact when he had characterized Canadian serges as inferior, and he felt that in some way or other he must vindicate himself. So after a pause he hazarded another remark.

"There is just one thing about that serge, Mr. Brown, I'm afraid of. I don't believe it will keep its color."

"Time will tell," was all Brown vouchsafed in reply.

Eighteen months elapsed and again Mr. Brown found himself in the same establishment trying to pick out a suit. The tailor was all smiles.

"You haven't been patronizing us lately, Mr. Brown," he remarked by way of breaking the ice. "I must say, though, that you have been getting your clothes made by someone who seems to know his business. That is a nice piece of goods in the suit you have on."

"Yes," replied Brown, with an air of absent-mindedness, "I can't say much for the fit, but the cloth is all right. That's the piece of Canadian serge you thought was going to fade. I have been wearing it ever since."

Whereupon Mr. Brown, the "Made in Canada" missionary, felt that he was entitled to mark down another convert to his credit.

Now it needs comparatively few men of this stamp, men with deep-set convictions and determination to get what they want, to swing the current of trade from foreign into domestic channels.

But, it will be asked, where are they to be found? We do not run across men every day who are willing to give themselves all kinds of trouble merely for the sake of gratifying a fad. No, perhaps not, but most men are amenable to reason; they will give a sound business proposition serious consideration, and if they can be shown that it is really to their interest to patronize Canadian industries and to give the preference in their purchases to Canadian products, they will do so, or else they will be forced to acknowledge themselves that they are weak-kneed fools.

The argument which is used most successfully in accomplishing this result has been very concisely expressed by the Canadian Manufacturers Association in one of a series of talks on Business Building recently issued to the retail trade. While it is directly pointed at the retailers, its application to every Canadian, no matter what his occupation may be, is quite apparent. This is how it reads in part:

"Abraham Lincoln was once discussing with some political friends the advisability of purchasing home-made goods in preference to those made abroad. This is how he put it: 'If we buy a ton of pig iron from England, we have the pig iron and England has the money; but if we make the pig iron for ourselves, we have the iron and the money too.'

"The foreign workingman who gets your money doesn't spend one cent in your store; he never brings any grist to the mill of the Canadian banker or the Canadian professional man; the factory that he works in, and that grows on your money, doesn't add one cent to the value of your real estate.

"The Canadian workingman, on the other hand, spends his money over your counter. If he is thrown out of work you lose business; if he has steady employment you hold your trade.

"If the factory he works in languishes for lack of orders your real estate insensibly depreciates in value, but if the factory is kept running so busily that it has to be enlarged the value of your holdings goes up."

Just to bring home the lesson here taught, it may be stated that during the last fiscal year there was imported into Canada nearly $100,000,000 worth of goods of a class or kind that we might just as well have made ourselves. Now in the census of 1905, the average Canadian factory employee was credited with having turned out products to the amount of about $2,000, and with having received 23 per cent. of that amount in wages. On this basis, therefore, assuming that we were suddenly to stop importing what we could make at home, we would at one stroke place 50,000 additional hands on our pay-roll and distribute among them $23,000,000 a year in wages. Allowing three dependents to each worker, it would mean an immediate increase of 200,000 in our population, to say nothing of the concomitant increase in store-keepers, bakers, gardeners, dairymen, professional men, and others whose services would be required in supplying the wants of this army of workers.

It only needs a few practical illustrations of this kind to open one's eyes to the limitless possibilities that await a systematically planned and persistently followed "Made in Canada" campaign. And there is reason to believe that such a campaign will shortly be inaugurated. The country seems to be ripe for it, business men seem disposed to accord it generous financial support, and the Canadian Manufacturers Association has undertaken to start the ball rolling. Just what form the movement will take it is as yet difficult to say, but in all probability the advertising columns of the newspapers and magazines will be used freely for heart-to-heart talks to the consumer. From first to last it will be a campaign of education, education by means of literature, education by means of lectures, education by means of exhibitions. Those behind it are said to have set their heart on raising by subscription $50,000 a year for at least five years. If they are successful in doing so, and conduct their campaign methodically and judiciously, their work will unquestionably mark the commencement of a new era in the history of Canadian industry.

It has been declared expedient by the Canadian Government that no bounties shall be payable in respect to rolled round wire rods after June 30, 1911 under the provisions of the Act of 1907, respecting bounties on iron and steel, except on such rods as may have been otherwise entitled to the payment of bounties, and which were on or before the said date sold to wire manufacturers for use or used in making wire by the makers of such rods in their own factories in Canada.

HOW TO MINIMISE FREIGHT CLAIMS

By Mr. J. E. Walsh,
Manager Transportation Department C.M.A.

Many Losses, Damages and Delays are Caused by Inattention on the Part of the Shippers to Essential Details in Description and Classification. How to Prepare Claims when Necessary.

THERE is no one thing which annoys a shipper more than to present a claim for loss, damage or delay, either on his own account or that of his customer, and have to wait several months before settlement. Claim agents have necessarily a certain routine to follow in handling claims. This involves delays, recriminations, etc. The subject is rather a difficult one to write about. There are so many unsettled responsibilities between the shipper and carrier that the will on both sides to be fair and just is put to a severe test. However, it is improvements we are after. It is, therefore, of equal interest to both that every precaution be taken from the beginning to prevent loss, damage or delay.

One of the sources of claims for overcharges also delays and other annoyances, is due in a measure to improper and incomplete descriptions of articles and illegible, obscure and incomplete directions placed on shipping orders. If shippers will co-operate with the carriers to the extent of having their bills of lading fully and clearly describe the articles shipped so that there will be no doubt as to the classification and rating that is properly applicable, and see that shipping orders are plainly written embodying all necessary information to get the goods to destination without delay, these annoyances will be reduced to a minimum.

In order to illustrate this, the following are a few examples of improper or incomplete desscription:—

1. A shipping order reading "one crate baskets," is indefinite, the Classification providing ratings for a great variety of baskets, and further distinction as to method of packing, i.e., nested or not nested. The same remarks apply in connection with shipments of empty boxes.

2. A shipping order reading "one case glassware," is insufficient, inasmuch as the classification contains numerous ratings on articles coming under this head, such as, Bottles, Fruit Jars, Lamps, Lamp Chimneys, Electric Light Globes, Syphons, etc.

3. Again, a shipping order describing a consignment simply as "one box fish," is not sufficient to enable the billing clerk to properly rate the traffic, ratings being provided for fresh, salted and pickled fish.

4. A great number of shipments are tendered the carriers described simply as so many boxes of "glass." When it is realized that ratings are provided for Bent, Broken or Scrap, Mirror, Plate, Ribbed or Rough-rolled and Common Window Glass, etc., the ratings being further designated according to the measurement of the packages and their resultant value, it will be readily observed that the railway is not given sufficient information to properly handle their patrons' business.

5. Pickles, when in glass, and packed in boxes, and when in stone jars, and crated, take first class rating, L.C.L., as against second class on stone jars, boxed, and third class, when in bulk and shipped in pails, kegs or barrels.

6. Again, shipments are handed to the carriers described, for instance, as "2 boxes paper." As the paper trade is aware, the varieties of paper and the articles constructed therefrom are innumerable. Specific ratings are provided for various grades of paper and the articles into which it is made, and in order to calculate correctly the freight charges, the railway should be accurately informed as to what it is asked to transport.

7. Chairs are provided for in the Furniture list in the Classification according to style, whether set-up or knocked down, either partially or entirely, and method of packing, i.e., whether crated or boxed, yet it is often the case that the freight is handed to the carriers described simply as "12 chairs," without any mention of their nature or method of packing. Indeed, it is a common occurrence for the shipment to be tendered simply as so many packages of furniture.

It should also be noted that under the terms of the Classification the style of package, whether boxes, crates or bundles, very often affects the rating, and the bill of lading should plainly indicate the kind of package in all cases.

The above are only a few of the many cases that might be cited.

As all freight traffic is subject to inspection by the Canadian Freight Association Inspectors, it will be readily seen how necessary it is for shipping clerks and others to post themselves as to the requirements of the classification and tariffs. Many losses have been sustained owing to misinterpretation of classification and tariffs. It should be borne in mind that the railway billing clerks do not see the freight. They depend upon the bill of lading or shipping order for their information.

When claims do arise shippers should, in filing them, enumerate on the face of claim statement just what documents are transmitted to carriers in support thereof.

For Overcharge Claims—The following papers are necessary:

(1) Original or copy of original bill of lading.

(2) Original expense bill.

(3) Reference to railway company's tariff, giving number of the particular tariff under which refund is claimed.

(4) Claims for overcharges in weight should also be supported by certified invoices of articles shipped and statements of weights claimed on each different item and total weight claimed.

For Loss and Damage Claims—The following papers are necessary:

(1) Original or copy of original bill of lading.

(2) Original expense bill.

(3) Certied copy of original invoice.

(4) Bill of particulars showing in detail how the loss or damage is arrived at.

(5) Any other documents pertaining to the matter that would assist the carrier in promptly determining liability.

Absence of any of the papers mentioned should be explained.

Claims should be made in conformity with condition of the bill of lading classification and tariff, it beng the duty of the freght claim agents to observe such conditions in considering questions of carriers liability.

As stated at the outset, co-operation is necessary in order to avoid claims for overcharge, damage, etc. It is the duty of the shipper to see that goods are properly packed for safe carriage that they are properly described and packages plainly marked and addressed and accompanied by plainly written shipping orders when presented to the carrier for transportation. If this is done, it may be assumed that the carrier will not fail in its duty to carry and deliver in good order at destination at the legal rate in effect, as it is required to do.

RESIDENCE FOR WORKING GIRLS

A Courageous Effort is Being Made by the Manufacturers of Toronto to Solve the Living Problem of Women Factory Employees by Providing Suitable Home.

HOW to better the living conditions of factory girls was discussed at an informal meeting of a group of manufacturers in Toronto recently. The ground had been broken and a well worked out scheme of operations had been prepared by a smaller committee the members of which had been wrestling with the subject for weeks before. To that committee, of which Mr. Thos. Roden was Chairman, is due the greatest credit for the time and labor they have devoted to a cause of such great importance.

The situation as it now exists was set forth concisely in a statement presented by Mr. Roden, as follows:

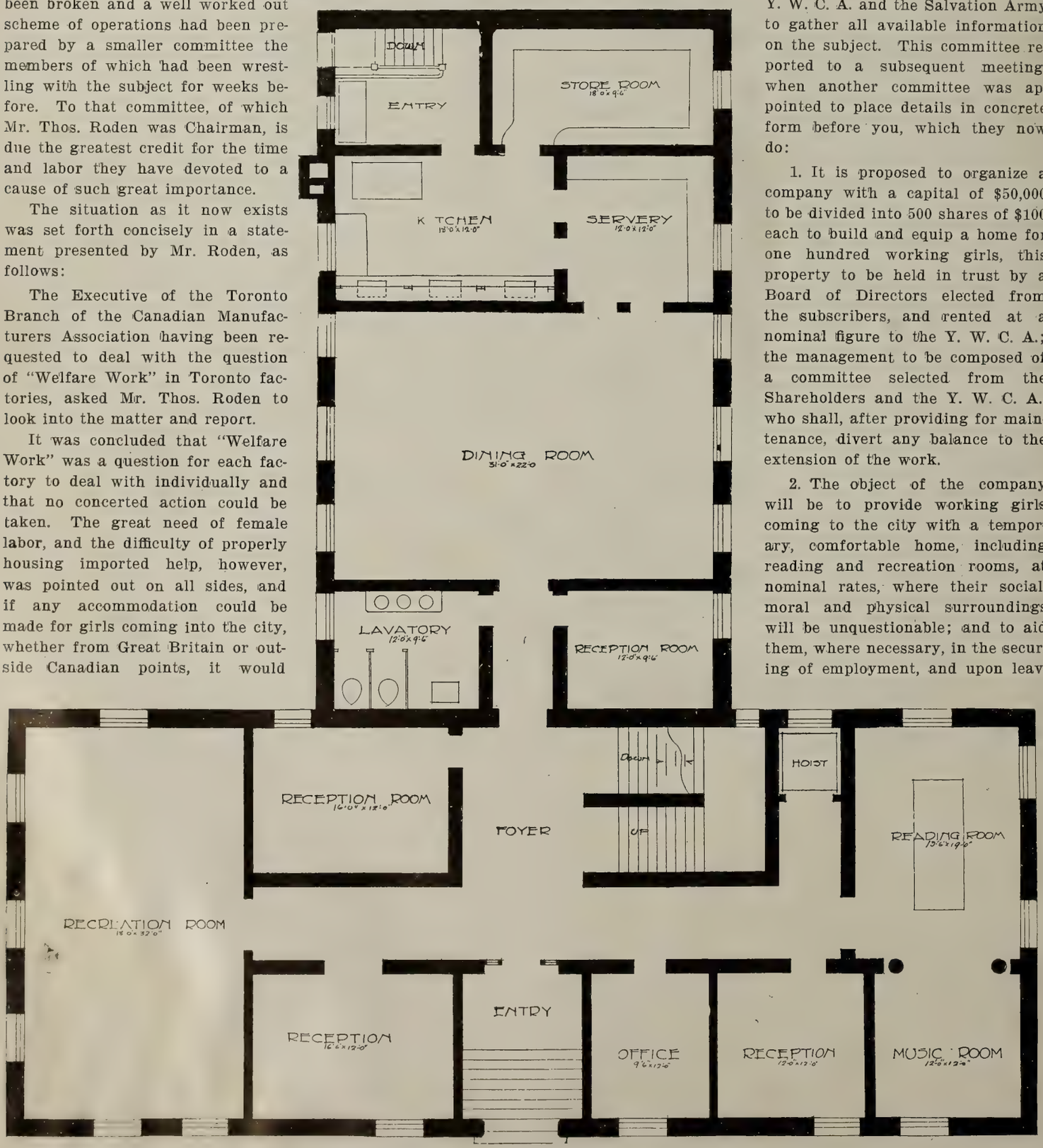
The Executive of the Toronto Branch of the Canadian Manufacturers Association having been requested to deal with the question of "Welfare Work" in Toronto factories, asked Mr. Thos. Roden to look into the matter and report.

It was concluded that "Welfare Work" was a question for each factory to deal with individually and that no concerted action could be taken. The great need of female labor, and the difficulty of properly housing imported help, however, was pointed out on all sides, and if any accommodation could be made for girls coming into the city, whether from Great Britain or outside Canadian points, it would greatly assist the working out of the problem and be of untold benefit to employers.

A Committee was appointed therefore to wait on the Y. W. C. A. and the Salvation Army to gather all available information on the subject. This committee reported to a subsequent meeting, when another committee was appointed to place details in concrete form before you, which they now do:

1. It is proposed to organize a company with a capital of $50,000 to be divided into 500 shares of $100 each to build and equip a home for one hundred working girls, this property to be held in trust by a Board of Directors elected from the subscribers, and rented at a nominal figure to the Y. W. C. A.; the management to be composed of a committee selected from the Shareholders and the Y. W. C. A., who shall, after providing for maintenance, divert any balance to the extension of the work.

2. The object of the company will be to provide working girls coming to the city with a temporary, comfortable home, including reading and recreation rooms, at nominal rates, where their social, moral and physical surroundings will be unquestionable; and to aid them, where necessary, in the securing of employment, and upon leav-



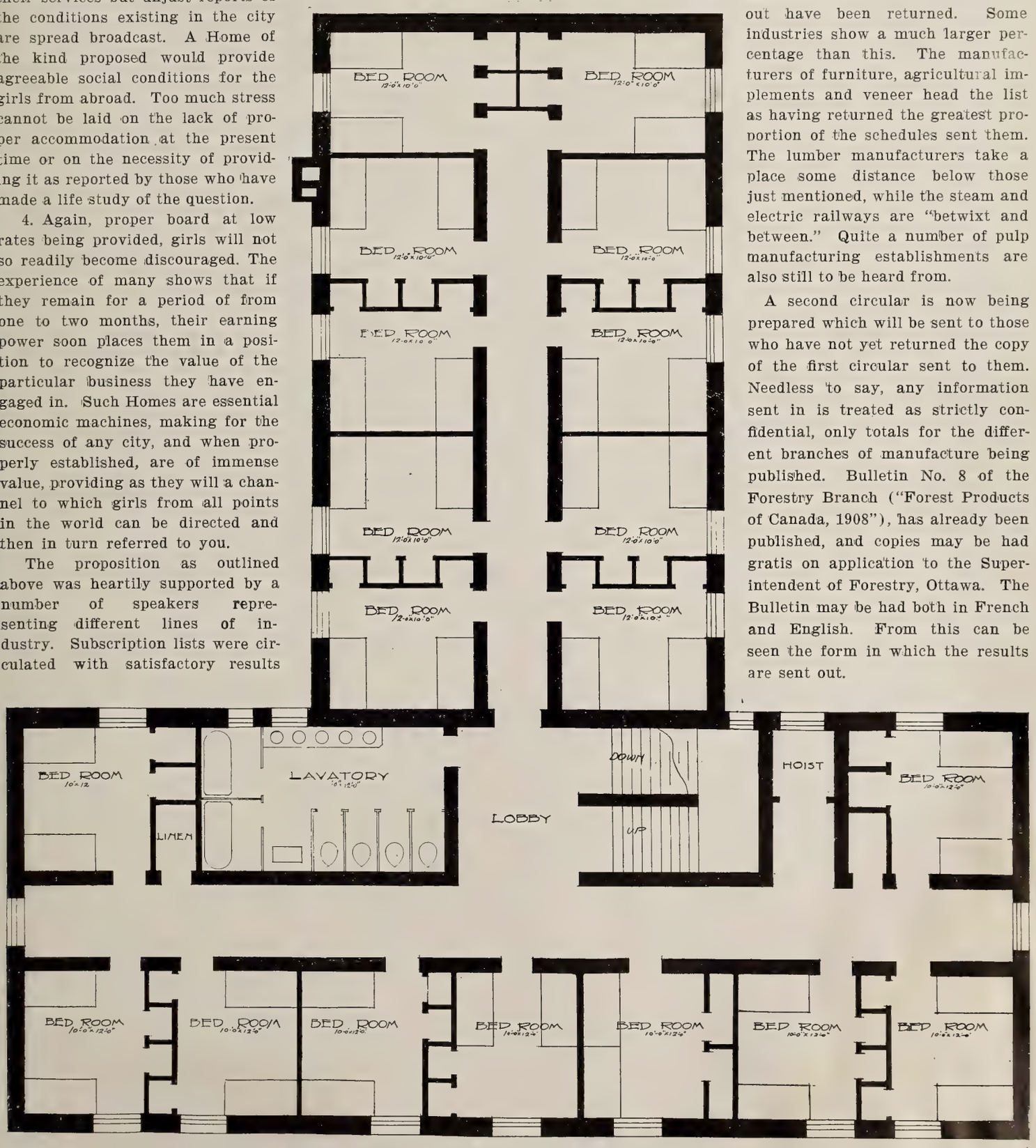
Ground plan of proposed residence for working girls. Plans by J. P. Hynes, Architect, Toronto.

ing the home to direct them to suitable boarding houses.

3. In asking you to support this proposition, we wish to emphasize the value of this Home. Parents refuse to allow their daughters to come to the city, owing to their possible environment and the uncertainty of securing boarding houses. Strangers have difficulty in securing proper accommodation at a rate they are able to pay and in securing information as regards employment. The result is that frequently they become discouraged before they have obtained either accommodation or employment. The manufacturers not only lose their services but unjust reports of the conditions existing in the city are spread broadcast. A Home of the kind proposed would provide agreeable social conditions for the girls from abroad. Too much stress cannot be laid on the lack of proper accommodation at the present time or on the necessity of providing it as reported by those who have made a life study of the question.

4. Again, proper board at low rates being provided, girls will not so readily become discouraged. The experience of many shows that if they remain for a period of from one to two months, their earning power soon places them in a position to recognize the value of the particular business they have engaged in. Such Homes are essential economic machines, making for the success of any city, and when properly established, are of immense value, providing as they will a channel to which girls from all points in the world can be directed and then in turn referred to you.

The proposition as outlined above was heartily supported by a number of speakers representing different lines of industry. Subscription lists were circulated with satisfactory results and an organization committee appointed with Mr. Geo. C. Gale as Chairman to make the necessary canvass.



First floor plan of residence. The house is designed to accommodate one hundred. Plans by J. P. Hynes, Architect, Toronto.

STATISTICS OF THE USE OF WOOD.

The Dominion Forest Service, which last year inaugurated the work of collecting statistics with regard to the use of wood and wood products in the various industries, reports fair progress with the work for this year. Up to date some 33 per cent. of all the schedules sent out have been returned. Some industries show a much larger percentage than this. The manufacturers of furniture, agricultural implements and veneer head the list as having returned the greatest proportion of the schedules sent them. The lumber manufacturers take a place some distance below those just mentioned, while the steam and electric railways are "betwixt and between." Quite a number of pulp manufacturing establishments are also still to be heard from.

A second circular is now being prepared which will be sent to those who have not yet returned the copy of the first circular sent to them. Needless to say, any information sent in is treated as strictly confidential, only totals for the different branches of manufacture being published. Bulletin No. 8 of the Forestry Branch ("Forest Products of Canada, 1908"), has already been published, and copies may be had gratis on application to the Superintendent of Forestry, Ottawa. The Bulletin may be had both in French and English. From this can be seen the form in which the results are sent out.

A TRADE UNION ATTACK ON THE PREMIUM SYSTEM.

THE Parliamentary committee of the British Trades Union Congress has been investigating the premium bonus system and report strongly against it. The reasons for this antagonisms must recommend it to the manufacturer. Briefly, the report finds that the premium system for the most part affects engineering and collateral trades, and is mostly to be found in the automobile, motor, locomotive, and electrical sections of the industry, where repetition work is the rule. While there is no single instance where it has been voluntarily given up by the employers, there are numerous instances of strikes resulting from its application. The report asserts that "the operating of the system is destructive of collective bargaining and trades unionism, while it encourages disorganization. The system leads to the scamping of work. Men turn out work with a view of satisfying certain inspection tests, rather than to have examples of the best work which the skill and industry of designer and workman can produce. By destroying craftsmanship and encouraging specialization the system is harmful to industry, which, moreover, is burdened by a horde of supervising officials, whose maintenance as a non-producing class imposes a tax upon profits. Further, the system is a menace to the community at large, owing to the abnormal and continuous increase in unemployment which is directly due to its working and which is bound to become intensified as the system extends."

This report will be taken up for action by each of the various trades affected by the premium system, the apparent intention being to deal it a serious blow.

The committee's conclusions are based almost entirely upon the selfish promise that the premium system is to a certain extent antagonistic to the trade unionism exemplified by some unions. The reasons set forth are contradictory in themselves. No British employer has ever voluntarily discarded the system, because it has paid him better than the day wage system; therefore any solicitude about "a tax upon profits" is misplaced. None can dispute, moreover, that the system also pays the individual workman better in the ratio of his industry and skill. The employer and employee divide the saving in cost of production due to the active efforts of both to speed up the work. The report insinuates that quality of workmanship is lowered. The employer fixes a standard of quality to which the workman agrees and which the inspector enforces, and that standard is determined by the requirements upon the product. A standard set by each individual workman would be an absurdity nowadays, excepting within very narrow limits.

In this era of specialization the trade union which would force employers to return to the old way of doing things would be digging the grave of the industry its members serve. Should British workmen succeed in forcing such a step backward, by just so much would they add to the advantage of their competitors in other countries.

We presume that the committee means by its reference to unemployment that the per capita production by workmen is so increased that fewer are needed to do a given amount of work. This is the silly old argument that has been brought forward by nonprogressives against every labor-saving device and method since the beginning of time. Industrial success goes hand in hand only with enterprising methods, which tend toward increased production at decreased costs. It works out in theory and in practice that average unemployment in any industry in any country is in inverse proportion to the degree of progressive enterprise. The absence of a proper spirit on the part of labor can be just as fatal to success in the markets of the world, shared by both employer and employee, as the failure of the owner to provide modern tools and methods. Unemployment will become a less serious evil as workmen learn better the importance of their own active co-operation in industrial development.—*The Iron Age.*

IMPERIAL INVENTIONS EXHIBITION.

IT may not be widely known in Canada that in connection with the British Festival of Empire and Pageant of London at the Crystal Palace, an imperial inventions exhibition is to be held, which will be open from May 24th to the end of July next.

It is announced that the exhibition will consist of inventions by British subjects whether living in this country or in the dominions beyond the seas. In the words of the circular it is stated that "Britons alone may exhibit, but it is open to the world and his wife to buy or admire." The exhibition is to be under the management of Mr. George Hughes, editor of *Patents*, and is likely to prove most interesting and valuable educationally, as well as to furnish striking advertisements.

Arrangements have been made to obviate the necessity of personal attendance by exhibitors from a distance. Free space to the exhibit of 4 feet by 3 feet is to be allotted to inventors and others, but a minimum subscription of two guineas is required to cover the cost of unpacking, erection of stand and exhibit, demonstration by attendants, general care of the exhibit and repacking at the close of the exhibition. Where greater space than 4 feet by 3 feet is required, exhibitors are asked to communicate with the manager.

A large amount of space has been set aside for the special purpose of enabling manufacturers and others to exhibit inventions in full operation, to display the actual processes of manufacture by means of machinery in motion, and to give practical demonstrations of various kinds. A special section is assigned for the exhibition of every description of novelty and device for household use, among which lighting, heating, and cooking exhibits will naturally be prominent, as will women's inventions generally.

Inventors exhibits will be protected by section 45 of the Patents and Designs Act, 1907, provided that in advance the prescribed notice to the comptroller of intention to exhibit is given and application made for a patent before or within six months from the date of the opening of the exhibition.

All exhibits should be addressed with the name of the exhibitor and sent carriage paid to the Manager, Inventions Exhibition, Festival of Empire, Crystal Palace, London, England; they should be despatched so as to be delivered at the exhibition not later than May 21st, 1910.

Application forms for space should be filled in and sent with remittance for subscription to Mr. George Hughes, 55 Chancery Lane, London, England. Any exhibitor wishing to dispose of patent rights, etc., should send particulars with application form.—*W. M. MacKinnon, in Trade and Commerce Reports.*

STOP-OVER CHARGES INCREASED.

The stop-over charge for cars of western grain and grain products consigned to Cartier and Sarnia Tunnel " for orders," has been raised from twenty-five cents a day after the first twenty-four hours, to one dollar a day. The Board of Railway Commissioners heard the arguments of the railways and the interests opposed, and agreed to the above increase.

POSITION WANTED.

By man capable of acting as Office Manager, Secretary-Treasurer, or Credit Man. Applicant has had extensive experience and can submit excellent references. Write to M. K., INDUSTRIAL CANADA Office, Toronto.

NEW FREIGHT SERVICE TO AUSTRALASIA

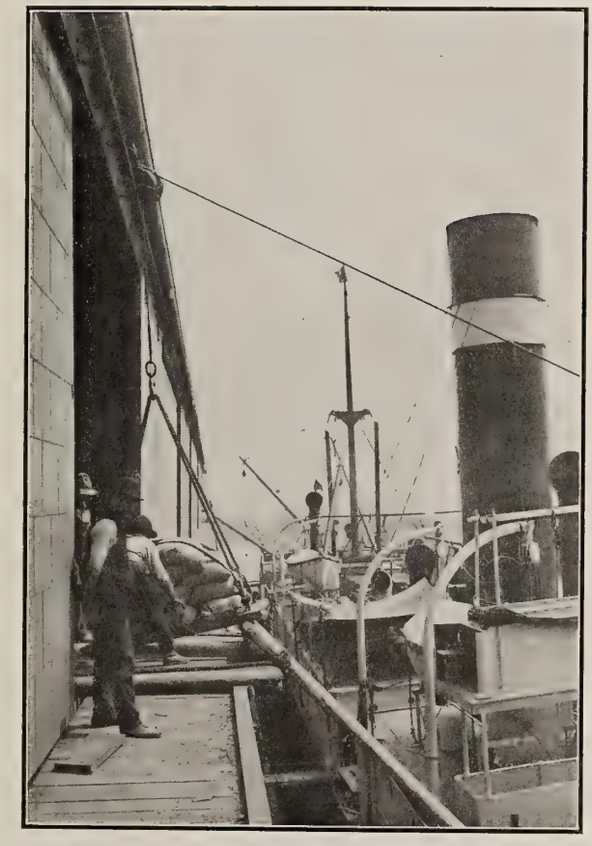
For Years it has Been Recognized that the Only Way to Attack Successfully the New Zealand and Australian Markets was by a Direct Line from Eastern Canada. This has Now Been Provided.

ON May 15th, the first vessel will leave Montreal for Australasian ports, by the New Zealand Shipping Co.'s line. This will be followed by monthly sailings in accordance with a contract entered into with the Canadian Government. To quote from the advertisement of the new company their boats will load direct for Melbourne and Sydney, Australia, and Wellington, Auckland, Lyttleton and Dunedin (Port Chalmers), New Zealand. Cargo will be accepted for all other Australasian ports subject to transshipment. Through bills of lading from the interior or ocean bills from seaboard will be granted at shippers' option. All steamers will be equipped with cold storage accommodation.

What does this mean to Canada? Here are the import figures for Australia for the year 1908:

Total Australian imports (exclusive of gold)	$242,982,230
Total imports from United States	32,909,230
Total imports from Canada	2,663,760

Now the goods the United States produce, Canada either does or can produce. We are undoubtedly in a position to make a bid for that great bulk of business that the Republic now controls. But beyond that, of the more than two hundred millions of dollars worth of goods which are purchased from Europe, a considerable portion might fairly fall to our lot if we really went after it.



Loading ocean vessels at the Montreal Docks.

What Australia Buys.

Here are some of the things Australia imports: Steel and iron manufactures, special machinery, gas engines, nail and fencing wire, tube piping, farming machinery and implements, tools of trade, shelf and heavy hardware, shovels, silver plate, lamps and lanterns, enamelled ware, chairs, furniture, roll top desks, motor cars, musical implements, carriage woodware, washing machines, oars, special lines of apparel, cotton ducks, drills, prints, denhams and piece goods, wall paper, newspaper, carbide of calcium, canned fish, breakfast foods, rubber goods, oils, paints, various kinds of lumber, plaster of paris.

In the past we have been under a disadvantage in selling to Australia. To ship via Vancouver was impracticable in many lines on account of the heavy freight charge for transportation across the continent. The only other method was to ship through the port of New York, and here the Canadian was faced by the possibility of delay and discrimination, in addition to the freight haul. Latterly the condition became still worse since the Export Department of the United States Steel Corporation got control of the steamship line.

Valuation for Customs Purposes.

One point should be kept in mind by exporters. It relates to the valuation of goods for customs purposes and is explained by Mr. D. H. Ross in a recent report to the Department of Trade and Commerce:

"While New York continued to be the principal port for making shipment of Canadian goods to Australia, the valuation accepted by the Commonwealth customs authorities was the invoiced rates plus the actual cost of railway freight to the nearest point of the United States boundary. The item of transportation from the border to New York was not dutiable on Canadian goods. This point should be carefully noted by exporters making use of the new line of cargo steamers, for the reason that all invoices will require to show the cost of inland freight to port of shipment—say from Smith's Falls to Montreal—which will be added to the invoice value and made dutiable at the same tariff rates as the goods. This is the practice of the Australian customs on all importations, and is not a discrimination against imports from Canada. As an example, goods made in Chicago and shipped to New York, or goods made in Edinburgh and shipped to London, require the cost of the inland carriage to be clearly stated on the invoice, thus constituting the 'free on board' value upon which the Australian duty is levied. It is obvious, in special instances, where factories are distant from the shipping port and close to the United States border, that this regulation may place some Canadian manufacturers at a disadvantage in shipping at Montreal, especially when the tariff rates upon the goods are high in Australia.

It may be observed that the Commonwealth government made a special concession on Canadian goods shipped at Vancouver by the Canadian-Australian line of steamers, upon which the 'free on board' value is now accepted with the addition only of what the freight rate would be to the nearest point of the United States border. The reason of this allowance is that the steamers are subsidized by both the Dominion and Commonwealth governments.

Conditions of Entry.

The following statement has been issued by the Government of Australia in an official circular under date of March 12th, 1910:

SIR,—The following statement with regard to the requirements of the Australian Customs, in connection with the question of the value for duty of goods liable for ad valorem rates, is forwarded, by direction of the Minister for Trade and Customs with the suggestion that its publication may be of value to merchants and manufacturers doing business with Australia:—

Section 154 (*a*) of the *Customs Act* 1901 provides that 'when any duty is imposed according to value, the value shall be taken to be the fair market value of the goods in the principal markets of the country whence the same were exported in the usual and ordinary commercial acceptation of the term and free on board at the port of export in such country and a further addition of ten per cent. on such market value.'

In assessing the free on board value of goods subject to ad valorem duty in terms of the above quoted section of the *Customs Act* 1901, the following charges are included, viz.:

Charges Included in Value for Duty.

Inland carriage, coastal freight, and other charges (including lighterage) incurred in conveying the goods to and placing them on board the exporting vessel;

Cost of labor and materials (except outside packages) used in packing, including flock,* kapok, straw, and other inside packing;

Insurance to port of shipment;

Canal dues;

Inland Revenue duty, only when the goods bear the Inland Revenue Duty Stamps affixed to them in the country of export;

*NOTE.—When flock, kapok, straw, or horse-hair packing is separately invoiced and has a commercial value of its own after unpacking in Australia, such value is not included in the value for duty, and the materials mentioned are dealt with under their appropriate tariff headings.

And the following are excluded, viz.:

Charges Excluded from Value for Duty.

Outside packages (including zinc linings and tarred paper) in which goods are ordinarily imported;

Agents' charges;

Bank exchange;

Buying or indent commission, being a charge made to the importer by the buying agent for services rendered, and not an allowance made by the manufacturer to the buying agent;

Brokerage;

Dock dues;

Export duty;

Insurance—over sea;

Interest;

Postage and petties;

Sea freight—over sea;

Stamp duty on bills of lading.

In all cases import duty is chargeable in Australia on the net price at which similar quantities of the goods could be bought by a cash purchaser for home consumption in the country of export, plus the charges enumerated above as included in the value for duty and plus the statutory 10 per cent. Any special discounts allowed, or reduced prices charged, to branch houses, or to agents purely by reason of agency existing, and any discounts or reductions in price allowed for export 'and not for home consumption,' are therefore not recognized by the department in determining the value for duty.

The New Zealand market is still more attractive to Canadians than that of Australia. New Zealand concedes us a substantial preference over our greatest trade rival, the United States. This colony has not yet developed extensive manufacturing industries and so imports large quantities of just such goods as we produce. Hitherto our trade in this quarter has been comparatively slender. It is to be hoped that with the new steamship service, operating under the most favorable conditions, trade will grow more robust and steady.

NEW METHODS NECESSARY

Rich Market in West Indies for Canadian Products.

MR. W. R. MACINNES, freight traffic manager of the Canadian Pacific Railway, returned recently from the West Indies, with the impression that Great Britain is losing some of her trade with those islands and that the Dominion of Canada is making very little effort to secure business which should naturally belong to the Dominion. Asked if Canadian trade could be considerably increased, Mr. MacInnes at once replied in the affirmative, adding that those interested should visit the islands as a whole and study the conditions, just as their competitors were doing all the time, thus capturing a great deal of business which English houses used to consider their own. Jamaica, he said, had a population of about 800,000, the principal exports being fruit, sugar, pimento (allspice), cocoa, coffee, ginger, honey, rum, dye stuffs and fancy goods. The chief articles of import were: Flour, biscuits, beer and ale, meats (cured), fish (dried and salted), milk (condensed), pickles, drygoods (all kinds), hardware and cutlery, iron and steel, cement, rice, implements and tools, machinery, furniture, musical instruments, vehicles and motor cars, boots and shoes, paints, paper, soap, lumber, puncheons, and cheese and salt.

Questioned further, Mr. MacInnes said that as regards the people's preference, they would no doubt much rather do business with Canada, other things being equal. The freight traffic manager of the C. P. R. remarked that the Imperial Trade Commission, presided over by Lord Balfour of Burleigh, appeared to have sized up the situation as far as Canadian apathy is concerned. It appears that the findings of the report have not yet been published in Canada, but the following references to Canadian business methods are at least interesting:

"To Canadian business men it should be said that it is impossible to ignore the almost universal opinion throughout the West Indies that Canadian business methods are unprogressive and unenterprising. The conditions are easily understood. Canada is and has been growing rapidly. She has been too busy with her own markets and developing her internal resources to be able to properly organize for foreign trade. She has been in immediate competition with a most enterprising neighbor whose commercial organization is by comparison complete and long established. The contrast has inevitably been to her disadvantage. But the time has come when she can no longer neglect many things which have heretofore been unimportant. Neither favoring tariffs or improved steamship service will fling trade into her lap without effort on her part. Her trade must be solicited, nursed, carefully tended and zealously guarded. Then she will find a large and most profitable market open to her in the West Indies, but the market is not to be given for the asking. It has to be won and held. So far, let it be said frankly, the common West India opinion is that Canadian merchants have shown an almost contemptuous indifference to their opportunities."

BRITISH LABOR EXCHANGES

Operation of British Scheme for Minimising Unemployment.

ON April first there were ninety-three Labor Exchanges in operation in Great Britain, in accordance with the provisions of the Act passed last year. The method of working the Exchanges is briefly as follows:

Applicants residing within three miles of a Labor Exchange must attend personally in order to register, but applicants living beyond that distance may register through the post. Forms of registration, which are supplied at each Labor Exchange, may be filled in by the applicant himself or by an officer of the Exchange. On registration the applicant receives a "*Registration card*," and in order that his name may remain on the register, he must attend at the Exchange at least once every week. If he obtains work, he is required to return the card to the Exchange. This card is not an introduction to an employer, and possession of it does not imply any sort of recommendation from the Labor Exchange.

Vacancies may be notified by employers in any way that may be convenient, *e.g.*, by letter or postcard, by personal call, or by telephone. Applicants for employment are informed of vacancies that have been notified, and any workman desiring to apply for a particular vacancy is sent to the employer provided with an "*Identification card.*" If the applicant is engaged, the employer is asked to sign and return the card to the Exchange. If the applicant is not engaged, he is required to return the card to the Exchange personally. It is open to employers to ask that two or more men for each vacancy (from whom one may be selected) may be sent from the Exchange.

Notices of vacancies that cannot be filled locally and lists of unplaced applicants are forwarded regularly by each Exchange to a Clearing House, where the returns are collated and the information redistributed to the affiliated Exchanges. In this way each Exchange is informed of the demand for, and supply of, labor in other districts, and arrangements can be made, when necessary, for the transference of men from one district to another. In addition to the London Divisional Office mentioned above, Clearing Houses have been established at Birmingham, Bristol, Cardiff, Dublin, Glasgow, Leeds, Liverpool, Manchester, Newcastle, Nottingham and Sheffield. These Clearing Houses in turn communicate with the Central Office (which forms a "National Clearing House") at Caxton House, Westminster, S.W.

The Exchanges have separate sections for dealing with men, wamen and juveniles (defined as persons under the age of 17, or such other limit as the Board of Trade may fix). They do not register vacancies for indoor domestic servants.

The regulation requiring personal registration on the part of applicants living within three miles of a Labor Exchange does not apply to juvenile applicants. Such applicants or any prescribed class of such applicants may be permitted, in lieu of attending personally at a Labor Exchange, to register their applications at such other places as may be recognised by the Board of Trade as suitable for the purpose.

COST OF ELECTRIC SMELTING IN SWEDEN.

Sir Cecil Spring-Rice, writing from Stockholm to the Canadian Department of Mines, makes the following interesting statement regarding the development of electric smelting in Sweden: Arrangements have been made with the Trollhatten Water Power Company for the construction and working of three electric furnaces for the production of pig iron. Each furnace is to receive a current of 2,500 horse-power and to produce 7,500 tons per furnace per annum. Two are to be in working, while the third is in reserve. The price of the current per horse-power per annum is $7.45 for the first ten years and $9.93 the next ten. The ore is to be brought from Grangesberg, containing from 0.4 to 1.9 per cent. phosphorus. Westphalia coke will be used, costing about $5.67 at Trollhatten. It is calculated that the cost of production will be $13.77 per ton pig iron. The sale price is $15.66. With a production of 15,000 tons per year the cost is calculated as follows:

Three furnaces	$40,500
Tool, etc.	4,050
Crushing apparatus for 35,000 tons ore and 7,000 tons coke	2,430
Electric motors, lighting, etc.	1,620
Transport of ore and coke from harbor	4,050
Transport of pig iron and slag	3,240
Houses and shelters	17,280
Harbor works, levelling, etc.	4,050
Laboratory, unforeseen, etc. (11 per cent.)	5,400
License	9,180
Working capital	6,750
Minimum capital	63,450
Total	$162,000

TRADE WITH WEST INDIES.

Royal Commission Has Completed its Investigations.

AS a result of the visit of the Royal Commission on Trade Relations to the West Indies the London Times' correspondent affirms that a preferential tariff agreement between Canada and the islands as a whole is entirely practicable. A basis of agreement has been found which will satisfy Barbados, British Guiana, and probably all the smaller islands, and it is unlikely that Trinidad will dissent from the common view. The basis of such an arrangement will presumably be, on the part of the West Indies, a tariff preference in favor of goods of British origin of about 20 per cent. on a specified list of articles, which list is already reasonably well defined, and, on the part of Canada they will demand a modification of the present "20 per cent. license" to the Canadian sugar refiners.

Throughout the West Indies, more importance is perhaps attached to the institution of an increased steamship service with Canadian ports than to anything that can be done by adjustment of tariffs; and there is no colony which is not willing to contribute to a subsidy for such a purpose according to its means. Various plans have been canvassed, and it is said that the Commission will probably recommend a scheme, the acceptance of which should be fairly assured in advance, for the establishment of a line of boats from Canadian ports to the West Indies, making, roughly, calls at the more important points, such as Bridgetown, Georgetown, and Port-of-Spain, once a week, and at the smaller islands, probably, fortnightly. The ships would be required to have adequate accommodation and capacity to handle both the fruit and the sugar output of the islands, and sufficient power to ensure the maintenance of a speed not less than 12 knots.

How Canada can improve her trade with the West Indies in the event of the present plans being adopted is discussed by the correspondent of the Times, who bases his statements on the evidence which was presented by business men throughout

the islands. It is impossible to ignore, he states, the almost universal opinion throughout the West Indies that Canadian business men are unprogressive and unenterprising. The conditions are easily understood. Canada has been growing rapidly. She has been too busy with her own markets and developing her internal resources to be able properly to organize for foreign trade. She has been in immediate competition with a most enterprising neighbor whose commercial organization is, by comparison, complete and long established. The contrast has inevitably been to her disadvantage. But the time has come when she can no longer neglect many things that have heretofore been unimportant. Neither favoring tariffs nor improved steamship service will fling trade into her lap without effort on her part. Her trade must be solicited, nursed, carefully tended and jealously guarded. Then she will find a large and most profitable market open to her in the West Indies; but the market is not to be given for the asking. It has to be won and held.

TRADE MARKS IN CUBA.

The following information has been supplied by the British Vice-Consul at Havana, and is from the *Board of Trade Journal*:

Under Cuban law the user of a trade mark can only acquire property in it by registration with the Cuban Department of Agriculture, Commerce and Labor. It is open to any person to register any mark not entered in the records of the Cuban Patent Office. On several occasions unscrupulous persons have registered as their own marks well-known British manufacturers' doing business in the Island, and have then been in a position to restrain the real owners of the marks from selling goods in Cuba under those marks. On this account British firms wishing to protect their marks in Cuba should not fail to have them registered in that country.

AFTER CANADA'S TRADE.

The action of railroads in the United States looking to the control of grain shipments to the seaboard in opposition to the water route, says the New York *Commercial*, has occasioned some uneasiness in shipping circles of the lakes and the St. Lawrence. Even at points on the Canadian side of Lake Superior where grain of the Canadian North-West is gathered and housed for shipment, the competition of the American roads is likely to have a very considerable effect in diverting the course to tidewater. The natural outlet for the grain of the Dominion and the cheaper way is the all-water route, and the pride the Canadians feel in their enormous yield of grain and their jealousy of their greatest competitor in the handling of it is pardonable, if not indeed commendable. When we consider that last year's wheat crop in Canada was 166,744,000 bushels, as compared with 112,434,000 bushels in 1908; that the oat crop was 353,466,000 bushels last year, as against 250,377,000 bushels in 1908; that the corn, which was nearly all produced in Ontario last year, yielded 19,257,000 bushels, and that the outlook for the present year in Manitoba, Saskatchewan and Alberta is that the crops will show an increase of from 20 to 40 per cent. over last year, the handling of this immense product is of serious concern to the shipping interests of the Dominion. That ample provision has been and is being made for handling the grain output is shown in the fact that three principal agricultural provinces have at present an elevator capacity of over 42,000,000 bushels divided as follows:

Manitoba	20,587,500
Saskatchewan	17,865,500
Alberta	4,416,400

These figures show something of the remarkable development which has taken place in the grain-growing industry in recent years. Ontario, Quebec, and the Maritime Provinces have a combined elevator capacity of nearly 38,000,000 bushels. Thus Canada's total grain elevator capacity is at present about 80,000,000 bushels, which indicates that agriculture is the largest and most important of all her industries.

FORGET THE OTHER SIDE OF IT.

Some laboring men in the United States were discussing the high cost of living, and one of them was heard to remark:

"Say, do you know what I was doing when Cleveland's low tariff was in operation? I was a sandwich man tramping the streets carrying advertising signs, and d——d glad to get the job at that. Prices were low enough, but the devil of it was to earn enough to keep me and the old lady alive. Now I'm getting $4 a day, and we don't have to go ragged and hungry. Maybe I'd be kicking more if I hadn't seen the other side of it."

Some of those who are welcoming so gladly the United States suggestion for reciprocity might consider the effect on the average man of an avalanche of imports from that country. Whom would it help?

DAYLIGHT SAVING PLAN.

A practical application of the daylight saving principle will be tried out at the Ottawa branch of the American Bank Note Company. From May to September, inclusive, the three hundred employees will commence work one hour earlier in the morning and finish one hour earlier in the afternoon. This plan has been in force in the main plant at Cincinnati for some time and has worked out with the utmost satisfaction.

REPRESENTATIVE IN FRANCE.

A native of France, who has travelled in that country, Belgium, Holland, Switzerland and Algeria, for the past eighteen years, is prepared to accept the representation of Canadian manufacturers in France. He is a good salesman, and has excellent recommendations. A letter to Mr. Charles Rochereau de la Sabliere, Consul for France, Toronto, will be forwarded to the gentleman, who is now in Canada.

The Canadian Bag Co., Montreal, have purchased a site in Toronto for a factory, and will commence at once the erection of a large re-inforced concrete building, 300 by 150 feet. The factory will be fire-proof, and will be equipped in the most modern way. The company expect to have the new plant running before the end of the summer.

A revised edition of Five Thousand Facts about Canada has just been issued by Mr. Frank Yeigh, and contains in concise and well-arranged form a statement of the assets and activities of Canada up to the present time. The country is greatly indebted to Mr. Yeigh for his work in collecting this information, a work which he has carried out conscientiously and with commendable accuracy. Within the covers of the little book, which sells for twenty-five cents, is contained a multitude of facts covering the population, wealth, products, etc. of every Province in Confederation. It is published by the Facts Publishing Co., Toronto.

CHANGES IN FREIGHT RATES DURING APRIL

List of Freight Schedules Filed with the Board of Railway Commissioners During month of April, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 12 E. 1658	Sup. 12 N. 15	Apr. 7, '10	Classes, stations in Eastern Canada to G. T. P. stations.
Sup. 72 E. 81	Sup. 110 G.B. 12	May 4, '10	Class and commodity, stations in Canada to New York, Albany, Philadelphia, etc.
Sup. 47 E. 148	Sup. 48 E.W. 3	May 2, '10	Forest products and building material between stations in Canada.
E. 1953 Cancels E. 1812	C.K. 140 Cancels C.K. 135	May 1, '10	Reduction in rate on grain, ex lake to Boston, for export.
E. 1954 Cancels E. 1730	C.K. 141 Cancels C.K. 130	May 1, '10	Reduction in rate on grain, ex lake to Montreal, for export.
E. 1955 Cancels E. 1811	C.K. 142 Cancels C.K. 136	May 1, '10	Reduction in rate on grain, ex lakes to Portland, for export.
Sup. 11 E. 1570	Sup. 12 C.U. 36	May 2, '10	Commodities, stations in Canada to points in U. S.
E. 1948 Cancels E. 1629	C.K. 139 Cancels C.K. 113	May 1, '10	Grain and grain products, Port Arthur and Fort William via Point Edward, to Boston, New York and Philadelphia, for export.
E. 1956	C.Y. 12	Apr. 18, '10	Commodities between Montreal and points east.
Sup. 30 E. 225	Sup. 30 G.A.A. 3	Apr. 25, '10	Pig iron, c.l., Hamilton to Montreal and Three Rivers.
Sup. 141 E. 1208	Sup. 141 C.D. 23	Mar. 28, '10	Building material between stations in Canada.
Sup. 4 E. 1634	Sup. 4 A. 8	Mar. 30, '10	Arbitraries, Maritime junction points to connecting lines.
Sup. 29 E. 225	Sup. 29 G.A.A. 3	Apr. 1, '10	Pig iron, Hamilton, Toronto, Montreal, Midland to various points in Canada.
Sup. 15 E. 36	Sup. 21 G.A 8	May 13, '10	Class and commodity, stations in Canada to Western U. S. points.
Sup. 38 E. 499	Sup. 38 G.D. 60	May 14, '10	Class and commodity, stations in Canada to New York, Philadelphia, etc., for export.
E. 1967	C.F. 174	May 14, '10	Lumber and forest products, c.l., stations west of Coteau to points on New York, New Haven & Hartford R.R
Sup. 25 E. 1240	Sup. 25 E. 12	Apr. 20, '10	Canned goods, c.l., Hillier, Ont., to Montreal for export, 15c. per 100 lbs.
Grand Trunk Railway.			
E. 1970	C.U. 45	May 16, '10	Agricultural implements and windmills, c.l., Brantford, Hamilton, St. Catharines and Welland junction to New York, Philadelphia and Baltimore, for export.
E. 1969 Cancels E. 1934	C.I. 95 Cancels C.I. 9	Apr. 27, '10	Iron commodities, stations in Eastern Canada to Vancouver, Victoria, Nanaimo and Westminster, B.C.
Sup. 3 E. 1275	Sup. 3 C.S. 11	Apr. 16, '10	Sugar, c.l., Montreal, Halifax and Dartmouth to Port Arthur, via rail and lake.
Sup. 7 E. 1686	Sup. 7 S. 71	Apr. 18, '10	Local switching at Cobourg and Welland.
Sup. 17 E. 1304	Sup. 18 K. 3	Apr. 30, '10	Canada plate, sheet steel and tin plate, c.l., Morrisburg to Port Arthur, rail and lake, 19½c. per 100 lbs.
E. 1973 Cancels E. 1012	C.G. 52 Cancels C.G. 33	May 1, '10	Grain and grain products, G. T. stations to Montreal for furtherance to Lower Gulf ports, etc.
E. 1972 Cancels E. 859	C.G. 51 Cancels C.G. 28	May 1, '10	Grain and grain products, G. T. stations to Montreal for export.
Sup. 6 W. 213	Sup. 6 G.F.D. 1612	May 11, '10	Class and commodity, G. T. western lines to points in Canada.
E. 1917 Cancels E. 1202	C.O. 59 Cancels C.O. 18	May 6, '10	Iron ore, iron pyrites, c.l., stations in Canada to points in U. S.
Sup. 11 E. 1206	Sup. 11 C.F. 82	May 6, '10	Telegraph and telephone poles, stations in Canada to points in U. S.
Sup. 32 E. 225	Sup. 32 G.A.A. 3	Apr. 11, '10	Pig iron, c.l., Hamilton to Pembroke, $2 per gross ton.
Sup. 13 E. 1658	Sup. 13 N. 15	Apr. 5, '10	Agricultural implements, c.l., Brantford and Hamilton to So. Saskatoon, Sask., $1 per 100 lbs.
Sup. 31 E. 225	Sup. 31 G.A.A. 3	May 1, '10	Pig iron, c.l., Midland to Three Rivers, $2.55 per gross ton.
E. 1962 Cancels E. 1825	C.R. 83 Cancels C.R. 71	May 10, '10	Reconsigning and diversion, c.l., traffic at Montreal.
E. 1913 Cancels E. 1557	C.R. 78 Cancels C.R. 58	May 1, '10	Car service rules and charges.
Sup. 27 E. 176	Sup. 31 G.A. 10	Apr. 27, '10	Class rates, G. T. stations in Canada to points in the U. S.

New Companies Incorporated

The following new companies have been incorporated:

The Dominion Salt Co.; head office, Sarnia, Ont.; capital, $100,000; R. V. LeSueur as solicitor.

The Peerless Underwear Co.; head office, Hamilton, Ont.; capital stock, $50,000; G. M. Mulholland is a director.

The Niagara Shirt Co.; head office, Niagara Falls, Ont.; capital stock, $100,000; T. F. Battle, Niagara Falls as solicitor.

The Mohawk Skewer and Dowel Co.; head office, Deseronto, Ont.; capital, $40,000; J. F. Mather of Belleville as director.

The Edwards Reesor Co.; head office, Toronto; capital, $40,000; A. B. Reesor, Toronto, as director.

The Swift Motor Car Co.; head office, Chatham, Ont.; capital $200,000; A. J. Kirchner, Chatham, Ont., is a director.

European Process Peat Co.; head office, Toronto; capital, $75,000; A. E. Guidal, Toronto, is a director.

Rodney Woodenware Co.; head office, Rodney, Ont.; capital, $15,000; J. J. Mistele is a director.

Canadian Mahogany Co.; head office, Ottawa, Ont.; capital, $200,000; G. C. Edwards is a director.

Kirvan-Doig Co.; head office, Montreal, P.Q.; capital, $50,000; Errol Languedoc as solicitor.

Women's Garments, Limited; head office, Toronto; capital, $2,000,000.

Robinson Glue Co.; head office, Montreal, P.Q.; capital, $75,000; A. H. Brittain is a director.

Dominion Dry Dock Co.; head office, Quebec; capital, $1,000,000; the directors are Sir Thos. Chauncey, H. A. Allan, G. D. Davie, W. M. Dobell, Sir Robert Perkes.

The Frank Lime Co.; head office, Toronto; capital, $50,000; O. M. Moore is a director.

Columbian Oil & Gas Co.; head office, Ottawa; capital, $4,000,000; J. H. Spence, Toronto, as solicitor.

Canadian Sanitary Manufacturing Co.; head office, Montreal; capital, $1,000,000. This company has been formed to take over the business of the Standard Ideal Co., of Port Hope, Ont.

Chas. Jerrott & Letts Co.; head office, Toronto; capital, $50,000; R. F. Rolands is a director.

Atlantic Sugar Refining Co.; head office, Montreal; capital, $4,500,000; J. W. Weldon, Montreal, as solicitor.

Consolidated Ice Co.; head office, Montreal; capital, $2,000,000; C. A. Duclos as solicitor.

Limestone Knitting Co.; head office, Kingston, Ont; capital, $50,000; C. A. Macpherson is a director.

Laurentian Chemical Co.; head office, Montreal; capital, $590,000; Rolland Prefontaine is a director.

Sellers Anchor Bottom Tie Plate Co.; head office, Montreal; capital, $100,000; R. J. Mercur is a director.

Western Safety Window Appliance Co.; head office, Winnipeg, Man.; capital, $60,000; D. W. McKercher, Winnipeg, as solicitor.

The Blue Point Mines, Limited; capital $1,000,000; mining, milling, etc., etc.

Cedar Cove Sash and Door Company, Limited; capital, $15,000; loggers; manufacturers of lumber, sash and doors, etc., etc.

Golden Gate Mining Company, Limited; capital, $100,000; mining.

Grand Trunk B. C. Coal Company, Limited; capital, $1,000,000; mining.

Masset Fish Company, Limited; capital, $75,000; fish breeders, packers, canners, etc., etc.

The Tatlayoco Lake Gold Mines, Limited; capital, $1,000,000; mining.

Western Coal and Iron Corporation, Limited; capital, $3,000,000; iron masters, steel workers, engineers, iron founders, miners, smelters, etc.

The Ashcroft Copper Company Limited; capital, $500,000; mining and developing.

Brad Oil Company, Limited; capital, $500,000; coal mining, coke manufacturing, refiners, manufacturers and dealers in oil, petroleum, etc.

The Howe Sound Timber Co., Limited; capital, $50,000; logging.

John R. Bowes Timber Company, Limited; capital, $10,000; logging and lumbering.

Mather, Yuill & Company, Limited; capital, $50,000; engineers —mechanical, electrical, etc.

Mountain Con Mining Company, Limited; capital, $100,000; mining.

Fort George Supply Company, Limited; capital, $50,000; lumbering, logging, sawmilling, etc.

Hemphill Bros., Limited; capital, $25,000; contractors, dealers in building supplies, machinery, etc.

Island River Coal Company, Limited; capital, $25,000; coal miners, coke manufacturers, oil refiners.

The Kinsella Adjustable Trolley-Head and Wheel Co., Limited; capital, $10,000; manufacturers of adjustable trolley heads, trolley poles, iron founders, engineers, etc.

The Quance Lumber Company, Limited; capital, $30,000; pulp, paper and lumber manufacturers.

Slocan Lake Lumber Company, Limited; capital, $100,000; logging, lumber and shingles.

Trout Lake Lumber Company, Limited; capital, $100,000; lumbering and logging.

West Coast Power Company, Limited; capital, $10,000; supply water and water power.

The T. L. Peck Company, Limited; capital, $70,000; plumbing and heating.

QUEBEC.

Ault & Wiborg Co. Authorized to do business in the Province of Quebec. B. G. Ransom, Agent. Headquarters, Montreal.

Canada Auto & Taxi Co., Montreal, $30,000. Manufacture, lease and operate automobiles and taxicabs. L. N. Patenaude, J. A. Simard, Louis Boyer, Duncan Macdonald, J. W. Hibbard.

Gold Medal Furniture Mfg. Co., of Montreal, Ltd., $49,000. To take over business of the Gold Medal Furniture Mfg. Co., of Toronto, Ltd. C. A. Hart, H. Weinfield, A. Beauchesne, J. H. Thornell, J. E. Morier.

J. J. Joubert, Ltee., Montreal, $49,000. Manufacture and deal in dairy products and dairy machinery. Taking over the business of J. J. Joubert. J. J. Joubert and others.

La Compagnie des moulins a bois Tourville, Montreal, $250,000. L. Tourville, R. Tourville, A. Tourville, E. Ouellette.

La Compagnie des Carrieres Felix Labelle, Montreal, $20,000. Building contractors. E. L. Patenaude, M.L.A., L. J. Boileau, N. Brunet, L. Rousseau, J. E. E. Leonard.

Le Medicin, Ltee., Montreal, $20,000. Manufacture and deal in drugs, chemicals, etc. J. G. Dupont, J. A. Robitaille, O. A. Goyette, R. L. Prieur, A. Geoffrion.

Megantic People's Telephone Co., Lyster, Que., $49,500. D. H. Pennington, S. Larochelle, Reo. T. Dumas, W. Mooney, Thos. Duff, E. R. McRae.

"Montreal Company," Montreal, $20,000. To manufacture oil gas, electricity. D. King, H. C. Moore, J. C. Stewart, etc.

St. James Investment Co., Ltd., of Montreal, $250,000. Brokers and agents. B. Converse, G. W. Dow, L. J. Beique and E R. Beique.

The Square Tailoring Co., Montreal, $20,000. A. Mercer, C. Melville, L. B. Gould, C. Thomas, J. Nucci.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

649 **Agricultural Machinery.**—A Cape Town firm desires to be placed in communication with Canadian exporters of reapers, mowers, hayrakes, pitchers, tedders, threshing machines and other types of agricultural machinery.

650 **Agricultural Implements.**—An important firm in Rotterdam, exporters and importers of all kinds of machines, hardware, etc., wants catalogues and price lists of Canadian agricultural implements.

651 **Asbestos.**—An Amsterdam firm will be pleased to get in touch with Canadian exporters of asbestos.

652 **Binder Twine.**—A South African firm, representing a large New York commission house, desires that Canadian firms should communicate with its principals in New York, quoting for binder twine delivered South African ports. A sample accompanies this enquiry to the Department of Trade and Commerce.

653 **Blue Denims.**—A South African firm, representing a large New York commission house, desires that Canadian exporters should communicate with their principals in New York, quoting for blue denims, delivered South African ports. Some samples accompany this enquiry to the Department of Trade and Commerce.

654 **Bookkeeping.**—A large and well-established firm in Barbados is desirous of obtaining information from manufacturers and exporters of requisites for the loose leaf ledger system of bookkeeping, with a view to its adoption in connection with their business.

655 **Boots.**—A South African firm of wholesale merchants desires to be placed in touch with Canadian shippers of boots, the f.o.b. prices of which would run from $1 to $2 per pair for Kaffir miners. F.o.b. quotations must be given (Montreal and St. John).

656 **Boots.**—A South African firm desires to be placed in touch with Canadian shippers of boots. Quotations to be f.o.b. Montreal and St. John; freight rates to Durban.

657 **Brushes.**—A South African firm desires to be placed in touch with Canadian shippers of scrubbing and paint brushes. Quotations to be c.i.f. East London and Durban.

658 **Butter Boxes.**—A large South African firm, with several branches, desires to be placed in touch with Canadian shippers of butter boxes, 15 x 10½ x 11½. This firm is prepared to guarantee to purchase 10,000 boxes the first year and 20,000 the second, cash against documents in New York. Quotations f.o.b. Montreal and St. John.

659 **Bicycles, etc.**—A firm in Rotterdam will be pleased to get in touch with Canadian manufacturers of bicycles and automobile parts.

660 **Canned Pears.**—A Manchester firm asks for prices of canned pears from Canadian shippers of same.

661 **Chairs.**—A South African firm of house furnishers desires to be placed in touch with Canadian exporters of verandah and garden chairs of wood and iron or all wood.

662 **Chair Seats.**—A Leeds firm would consider prices and particulars from Canadian manufacturers of square and shaped chair seats (unperforated). Average size, 1¼ or 1½ inches thick by 12 inches square and upwards.

663 **Churns.**—A large South African firm desires to be placed in touch with Canadian shippers of a good end-over-end churn; must be substantial, with roller bearings. Quotations f.o.b. Montreal and St. John. Cash against documents in New York.

664 **Condensed Milk.**—A South African firm of merchants desire to be placed in touch with Canadian exporters of condensed milk (sweetened).

665 **Cornice Pole Ends.**—A Manchester firm desires prices of cornice pole ends from Canadian manufacturers.

666 **Cultivators, Seeders, etc.**—A Cape Town firm desires to be placed in communication with Canadian exporters of cultivators, seeders, corn planters and corn shellers.

667 **Drilling Ropes.**—A South African Government department desires to be placed in touch with Canadian shippers of drilling ropes, 1¾ inches and 2 inches diameters, in 600-ft. lengths or preferably 1,200-ft. lengths. Before buying would require about a 500-ft. length to test. Requirements for the year 1910-11 will be 30,000 to 50,000 feet. Only first-class material will be considered.

668 **Evaporated Apples.**—A well-known firm of wholesale importers of dried fruits in Hamburg, Germany, desire to purchase for cash large quantities of evaporated apples.

669 **Evaporated Apples.**—A South African firm of wholesale provision merchants desire to be placed in touch with Canadian exporters of evaporated apples in rings.

670 **Expanded Metal.**—A South African firm desires to be placed in touch with Canadian shippers of expanded metal for building purposes. Quotations to be c.i.f. East London and Durban.

671 **Express Carts.**—A South African firm of house furnishers desire to be placed in touch with Canadian shippers of children's express or mail carts of the English pattern.

672 **Extension Tables.**—A South African firm of house furnishers desire to be placed in touch with Canadian shippers of extension tables in plain or golden oak, the former preferred.

673 **Extension Tables.**—A South African firm desires to be placed in touch with Canadian shippers of extension tables. Quotations to be c.i.f. East London and Delagoa Bay.

674 **Felt Roofing.**—A South African firm of timber merchants desire to be placed in touch with Canadian shippers of felt roofing. Quotations to be f.o.b. Montreal and St. John. Terms, cash against documents in New York.

675 **Flour.**—An Amsterdam firm will be pleased to get in touch with exporters of Canadian flour.

676 **Flour, Lumber, Fish, etc.**—A prominent commission merchant, Guadeloupe, West Indies, desires to hear from Canadian exporters of the above, and for products suitable for the West Indian market. Is also prepared to ship West Indian products to Canada.

677 **Furniture.**—A large South African firm of general importers desire to be placed in touch with Canadian shippers of house, office and school furniture. Quotations to be f.o.b. Montreal and St. John.

678 **Furniture.**—A South African firm desires to be placed in touch with Canadian shippers of chairs, washstands and chests of drawers. Quotations to be c.i.f. East London and Durban.

679 **Garden Tools.**—A Cape Town firm desires to be placed in communication with Canadian exporters of all kinds of agricultural and garden tools.

680 **Hammer Handles.**—A Manchester firm desires to obtain prices of hammer handles, all sizes, from Canadian manufacturers.

681 **Handles.**—A South African firm desires to be placed in touch with Canadian exporters of pick, hammer and axe handles. Quotations to be f.o.b. Montreal and St. John.

682 **Handles.**—A South African firm desires to be placed in touch with Canadian exporters of pick, hammer and axe handles. Quotations to be f.o.b. Montreal, and the ocean shipping rates should be given to Durban and Delagoa Bay.

683 **Handles.**—A South African firm desires to be placed in touch with Canadian shippers of handles. Quotations to be c.i.f. East London and Durban.

684 **Hay Forks.**—A Manchester firm asks for prices and sizes of hay forks from Canadian manufacturers.

685 **Hay Rakes.**—A South African firm desires to be placed in touch with Canadian shippers of hay rakes. Quotations to be f.o.b. Montreal and St. John.

686 **Iron Piping, Paints, etc.**—An enquirer in Barbados is desirous of hearing from Canadian manufacturers exporting iron piping, paints and other articles required in connection with water supply and municipal work.

687 **Italian Agents.**—A firm in Genoa, Italy, in the forwarding business, are anxious to get in touch with Canadian firms who would be interested in sending Canadian products to Italy.

688 **Machinery.**—A Cape Town firm desires to be placed in communication with Canadian exporters of all classes of cheese and butter making machinery.

689 **Maple Flooring.**—A South African Government department desires to be placed in touch with Canadian shippers of maple flooring. Quotations to be c.i.f. East London, net prices, shipping gross weights, samples and any other useful information must be sent. The flooring will shortly be required, hence exporters are requested to expedite matters.

690 **Maple Logs.**—A Manchester firm desires to correspond with Canadian shippers of rock maple logs, and will contract in carload lots; dimensions, 8 ft. long and up, 80 per cent. to be 24 inches at small end and up, remainder not less than 22 inches diameter, and asks for price per ton c.i.f. Liverpool and Belfast. Also for one carload of second growth rock maple logs, 7 inches to 9 inches at small end, and nothing larger than 11 inches at bottom. Price per ton c.i.f. Liverpool and Belfast.

691 **Metal Ceilings.**—A South African firm desires to be placed in touch with Canadian shippers of metal ceilings. Quotations to be f.o.b. Montreal and St. John; ocean freight rates to Durban and Delagoa Bay.

692 **Metal Lath and Ceilings.**—A South African firm desires to be placed in touch with Canadian shippers of metal lath and ceilings. Quotations to be c.i.f. East London and Durban.

693 **Meat Safes and Refrigerators.**—A South African firm of house furnishers desire to be placed in touch with Canadian shippers of meat safes and refrigerators.

694 **Organ Benches.**—A South African firm desires to be placed in touch with Canadian shippers of organ benches. Quotations to be c.i.f. East London and Durban.

695 **Overmantels.**—A South African firm of timber merchants desire to be placed in touch with Canadian shippers of overmantels. Quotations to be f.o.b. Montreal and St. John. Terms, cash against documents in New York.

696 **Paper Bags.**—A New York firm of forwarding agents have an enquiry from New Zealand for paper bags suitable for millinery. Would like to place this order with a Canadian firm.

697 **Patent Bath Tub.**—An inventor in Cincinnati is anxious to dispose of the Canadian rights for the manufacture of a patent portable bath tub, which it is reported has an excellent future.

698 **Picture Mouldings.**—A North of England firm, largely interested in the import of picture mouldings, ask for prices and particulars from Canadian manufacturers of picture mouldings (except oak).

699 **Ploughs, Discs, etc.**—A Cape Town firm of manufacturers and importers desire to be placed in communication with Canadian exporters of ploughs of all types, also discs and other types of harrows.

700 **Ploughs, Harrows, etc.**—A South African firm desires to be placed in touch with Canadian shippers of ploughs, harrows, cultivators, maize planters and windmills. Quotations must be f.o.b. East London and Durban.

701 **Refrigerators, Churns, etc.**—A South African firm desires to be placed in touch with Canadian shippers of refrigerators, churns and step-ladders. Quotations to be f.o.b. Montreal and St. John.

702 **Rock Drill Hose.**—A well-known firm of mining machinery dealers in Perth, Western Australia, desire to get in touch with Canadian exporters of cotton-bound rock drill hose. Will purchase any quantity.

703 **Roller Blocks.**—A Manchester firm wishes to correspond with Canadian manufacturers of maple mangle roller blocks, and will contract to take 50,000 or 60,000 of the following sizes: 22 in. x 5¾ in., 22 in. x 6½ in., 23 in. x 5¾ in., 24 x 6½ in., 25 in. x 6½ in., 26 in. x 5¾ in., 26 in. x 6½ in.

704 **Roofing.**—A South African firm desires to be placed in touch with Canadian shippers of roofing material. Quotations to be c.i.f. East London and Delagoa Bay.

705 **Roofing.**—A South African firm desires to be placed in touch with Canadian shippers of prepared roofing. Quotations to be f.o.b. Montreal and St. John; ocean freight rates to Durban and Delagoa Bay.

706 **Screens, Furniture, etc.**—A South African firm desires to be placed in touch with Canadian shippers of wooden screens; house, office and school furniture. Quotations to be c.i.f. East London and Durban.

707 **Seeds, Grains, etc.**—One of the best-known importers of grains and seeds in Amsterdam, Holland, is anxious to get in touch with Canadian exporters of these products who can ship any quantity.

708 **Shovels.**—A South African firm desires to be placed in touch with Canadian shippers of shovels. Quotations to be c.i.f. East London and Delagoa Bay.

709 **Snow Ploughs.**—County Council Engineer in New Zealand desires to purchase a snow plough for clearing country roads.

710 **Steam Drills.**—A South African Government department desires to be placed in touch with Canadian manufacturers of steam drills. Quotations must be "landed into shore" East London, and tested under steam.

711 **Steel Furniture.**—A South African Government department desires to be placed in touch with Canadian shippers of steel furniture. Quotations to be f.o.b. East London.

712 **Stoves.**—A large South African firm of general importers desire to be placed in touch with Canadian shippers of stoves. Quotations to be f.o.b. Montreal and St. John.

713 **Stoves.**—A South African firm of house furnishers desire to be placed in touch with Canadian manufacturers of stoves.

714 **Table Tops.**—A South African firm desires to be placed in touch with Canadian shippers of five-ply table tops. Quotations to be c.i.f. Delagoa Bay. Cash against documents in London.

715 **Tools.**—A South African Government department desires to be placed in touch with Canadian exporters of all kinds of tools used in boring. These comprise rope sockets, jars, stems and chisels. Quotations to be "landed into shore" East London.

716 **Veneer.**—A firm of large buyers of veneer in the North of England will consider samples and prices of three and five-ply from Canadian manufacturers.

717 **Washboards, etc.**—A South African firm desires to be placed in touch with Canadian shippers of washboards and other woodenware. Quotations to be f.o.b. Montreal and St. John.

718 **Washing Machines, etc.**—A South African firm desires to be placed in touch with Canadian shippers of washing machines, scrubbing boards, wringers and woodenware. Quotations to be c.i.f. East London and Durban.

719 **Washing Machines.**—A South African firm of house furnishers desire to be placed in touch with Canadian shippers of washing machines.

720 **Washstands, Step-ladders, etc.**—A South African firm of house furnishers desire to be placed in touch with Canadian shippers of chests of drawers, washtands, step-ladders, five-ply table tops and three and five-ply veneers.

721 **West Indies Representative.**—A former West Indian, who has had several years' business experience in Canada, desires to return to the Islands as representative of a few good Canadian firms. Will handle any line. Excellent references and connections.

722 **Wheelbarrows.**—A South African firm desires to be placed in touch with Canadian shippers of wheelbarrows. Quotations to be c.i.f. East London and Durban.

723 **Window Frames.**—A Manchester firm asks for dimensions and price of window frames from Canadian manufacturers of same.

724 **Wire Nails.**—A South African firm desires to be placed in touch with Canadian shippers of wire nails. Quotations to be c.i.f. East London and Delagoa Bay.

725 **Wire Nails.**—A South African firm desires to be placed in touch with Canadian exporters of wire nails. Quotations to be c.i.f. East London and Durban.

726 **Wire Nails.**—A South African firm of builders desire to be placed in touch with Canadian shippers of wire nails. Quotations to be c.i.f. East London and Durban.

727 **Wood Bicycle Rims.**—A manufacturing firm in England ask for lowest prices (c.i.f. London), from Canadian manufacturers of wood bicycle rims. Rims must be either 28 or 26 inches in diameter, and suitable for British standards for affixing either beaded or wired-edged tires.

728 **Wooden Overmantels, etc.**—A South African firm desires to be placed in touch with Canadian shippers of wooden overmantels, also closet seats. Quotations to be f.o.b. Montreal and St John; ocean freight rates to Delagoa Bay and Durban.

729 **Representatives in China.**—One of the best known firms of importing agents in Hong Kong, China, with excellent connections and references, desire to get in touch with Canadian manfacturers and others seeking export trade in that country.

LABOR ENQUIRIES.

1 **Terra Cotta Worker.**—An Englishman, with thorough training and experience as a designer and worker in terra cotta products, desires to secure work in this industry in Canada. Unquestioned qualifications.

SPECIAL ENQUIRY.

Soap Plant Experienced Organizer.—Graduate of English University, three years on this side, with Canadian and American experience, four years assistant manager in large British soap firm, wants to organize soap works or take executive position in soap plant.

AMONG THE INDUSTRIES

QUEBEC.

An addition to their factory will be built by J. Bruce Payne, Ltd., Granby, Que.

The Bank of Montreal will erect a new branch building in Quebec, P.Q.

Usine Canton's agricultural implement factory at Warwick, Que., was destroyed by fire, entailing a loss of $50,000.

The Shawinigan Cotton Co., Shawinigan Falls, P. Q., have let the contracts for their new mills.

J. Barsalon & Co., Montreal, will erect a new factory building at a cost of $90,000.

The Wabassa Cotton Co., Three Rivers, P.Q., are erecting extensive new mills.

The Harbor Commissioners of Montreal will erect a 2,000,000 bushel elevator at a cost of $800,000.

The sash and door factory of H. Fauteau, Montreal, was damaged by fire recently.

L. Cohen & Co., Montreal, have purchased a site for an eight storey building.

The Holland Varnish Co. will construct an office and factory building in Montreal.

The Crown Rubber Shoe Co., of Quebec, is considering the erection of a factory at Limoilou.

Plans are going forward for the $200,000 building which the Quebec Railway, Light, Heat & Power Co., are about to build in that city. Mr. R. P. Lemay is the architect in charge.

The Jose Granda Company will build a large cigar factory in Montreal.

The Montreal Steel Co. will erect a new building this summer

ONTARIO.

A hospital will be built at Carleton Place, Ont., at a cost of $25.000.

Funds are being collected for a new Y.M.C.A. building for Toronto.

A new registry office is being built in Stratford.

Port Arthur will build a public library this summer. Plans have been accepted.

St. Stephen's Anglican congregation, Toronto, will build a new church at a cost of $60,000.

A new school will be built in Woodstock at a cost of $10,000.

Reid & Brown's foundry in Toronto suffered a $10,000 fire loss recently.

The Brantford Cordage Co. will build a large addition to their plant this summer. Contracts have been let for a building 150x18 feet, to accommodate a large number of new machines. This is to meet a constantly increasing business which has been growing up in recent years.

The Norsworthy Company, manufacturers of furnaces, wll receive a loan of $10,000 from the City of St. Thomas.

The citizens of St. Thomas have voted in favor of loaning the Nursery Shoe Co. $15,000 towards the establishment of a shoe factory in that city.

The Carland Milling Company's plant at Belleville was damaged by fire to the extent of $30.000.

A men's residence will be erected by Victoria College, Toronto, at a cost of $300,000, which will be borne by the Massey estate.

The Cockshutt Plow Co. have large extensions to their plant in Brantford under consideration.

A proposition is under way for the establishment of an automobile factory in Brantford.

A company is being organized in Toronto for the manufacture of structural steel.

The Bryan Manufacturing Co., Collingwood, will erect a new factory and an office building in that town.

The Luddan-Ainslie Lumber Co., of Leamington and Sarnia, will locate a branch in Hamilton. Two large buildings will be erected this summer.

Gourlay, Winter & Leeming, Toronto, have taken out a building permit for a $68,000 building.

The Dennis Wire & Iron Co., London, will build an addition to their plant.

New Liskeard, Ont., is to have a flour mill, to cost $25,000.

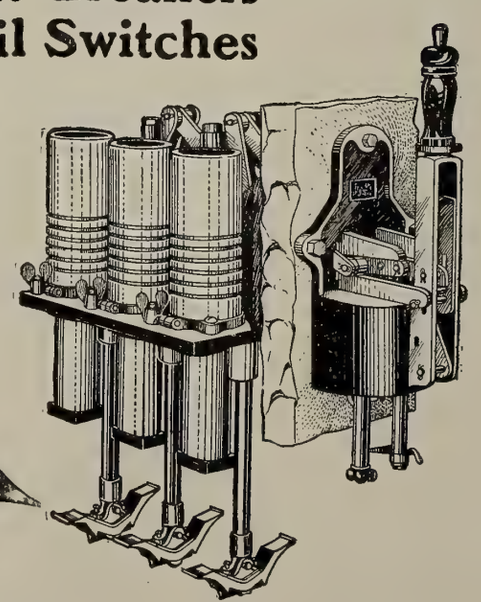
Dufton's, Limited, Stratford, suffered almost a total loss in the burning of their woolen mills recently.

CONDIT Circuit Breakers and Oil Switches

meet the demand for a safe device to control potentials up to any voltage required. They are made in both the automatic and non-automatic types, the former being so arranged that it cannot be held closed when an overload or a short circuit exists on the line.

On request, we send Free Booklet No. 211 containing the full particulars.

THE accompanying illustration of Type D, Automatic A. C. Oil Circuit Breaker, to control potentials not exceeding 15,000 volts, shows our well-known laminated, brush contacts which allow ample contact surface and permit a wider opening, thereby ensuring a more reliable rupture.



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CALGARY REGINA

THE Northern Electric AND MANUFACTURING CO. LIMITED

Manufacturers and suppliers of all apparatus and equipment used in the construction, operation and maintenance of Telephone and Power Plants

Fire recently destroyed the factory of the Peerless Cash Register Co., of St. Catharines.

The Dominion Tar Co. will establish a large plant at Sault Ste. Marie, for the manufacture of coal tar from the by-products of Lake Superior Steel Corporation's coke ovens.

A by-law was carried in Stratford providing for the raising of funds for the electric plant in connection with the Provincial power scheme.

The Bell Telephone Co. will build an exchange building in Stratford.

The City Dairy Co. are erecting an additional building in Toronto.

J. G. Boatman, of Belize, British Honduras, has purchased the Woodburn-Sovrin Wheel Works building in St. Catharines, and will prepare chicle in it for the use of gum manufacturers.

The Ontario Marble Table Advertising Co. will establish a manufacturing plant in Peterborough. Mr. E. D. Wilde, St. Paul, Minn., is the organizer.

The Seaman, Kent Co. are understood to be about to establish a factory at Fort William.

The Quaker Oats Co., Peterborough, will erect an $80,000 warehouse this summer.

The Canadian Cork Co. will establish a plant at Port Colborne at a cost of $30,000.

MARITIME.

Douglas & Company will build a warehouse in Winnipeg.

The Royal Bank will erect a branch building in Saskatoon.

Jonh Hanbury, Vancouver, B.C., will build a mill in that city at a cost of $80,000.

The Westholme Lumber Co. will erect a warehouse in Victoria, B.C., at a cost of $44,000.

The Telegram Printing Co., Winnipeg, will erect a $20,000 addition to their building this summer.

The Canada Woodenware Co., formerly of Hampton, N.B., will build a new factory in South Bay, N.B.

The C. P. R. will build a new station at Woodstock, N.B., besides making improvements in other respects.

It is reported that the B. F. Nelson Manufacturing Co., of Minneapolis, will build a warehouse at Regina.

The Calgary Milling Co.'s elevator was destroyed by fire recently, causing a loss of $300,000. The elevator will be rebuilt.

A factory will be erected in Winnipeg by the Marlatt & Clark Co., manufacturers of creamery machinery, Fort Atkinson, Wis.

"ACORN"
Exhaust Ventilators

Unexcelled For Factories

Acorn Exhaust Ventilators are designed on the most improved methods of ventilation. No matter how strong the wind there is no possibility of a down draft. Instead the slightest breath of air will draw up, or exhaust, the foul air in the building.

For removing heat and odors from factories Acorn Exhaust Ventilators are unequalled. Builders and contractors recommend them highly. If you are not familiar with these newest and best ventilators write us for complete information.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Your office should be neat and attractive. The impression invariably formed by customers upon their first visit, is often lasting. You cannot afford to have this impression adverse to your interests. It means dollars and cents to you. A great deal depends on the interior finish. :: :: :: ::

METALLIC
Ceilings and Walls

add DIGNITY and QUALITY to the office. They lend readily to any style of decoration desired. They NEVER crack, warp or discolor; are SANITARY and ABSOLUTELY FIREPROOF. Years after they are in perfect condition, as handsome as when first erected.



Write for free Catalogue. Ask how much a "Metallic Ceiling" in your office will cost—send sketch giving shape and size.

—The Philosopher of Metal Town—

The Metallic Roofing Co., Ltd.
Manufacturers and Exporters
Toronto and Winnipeg

WEST.

The Bank of Montreal will build a branch in Moose Jaw.

The National Trust Co. are erecting a building in Edmonton.

The Codvil Co. are erecting a large warehouse in Moose Jaw.

Gowan's Kent Western, Ltd., will erect a six-storey warehouse in Winnipeg.

The Western Canada Flour Mills will build an addition to their warehouse in Brandon.

The machine works operated by Lurgeson Bros. at Qu'Appelle, Sask., were destroyed by fire recently.

The ratepayers of Calgary will vote on a by-law to raise $125,000 for the construction of a municipal power plant.

The Moose Jaw City Council will submit a by-law providing for the expenditure of $140,000 on permanent pavements.

It is reported that the Canadian Slate Products Company, with an authorized capital of $2,500,000, will establish a plant at Vermilion, Alta.

It is announced that the Geo. Coleman Baking Co., Ltd., Toronto, will establish a branch in Winnipeg. A bakery is to be erected at a cost of $50,000.

The Fraser River Lumber Co. will build nine miles of track this summer and have ordered 100 logging cars and two locomotives in addition to their present equipment.

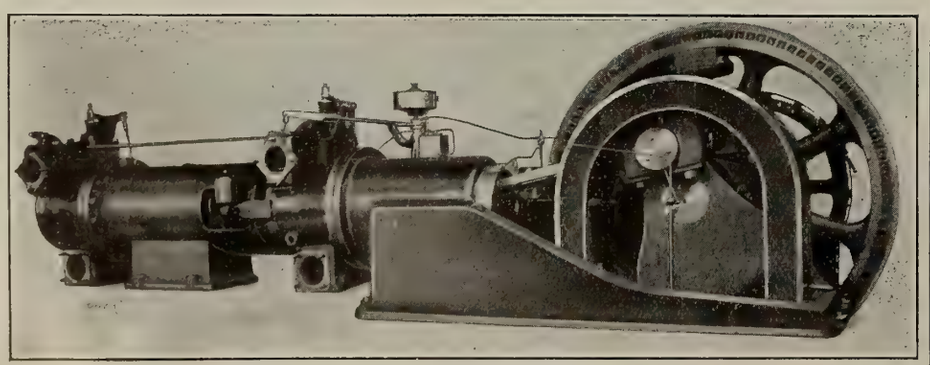
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a book about Bedsteads

QUALITY BEDS LIMITED
MANUFACTURERS WELLAND CANADA

TRADE MARK ON EVERY BED

Beds of Quality

Artistically
Constructed
Beautifully
Finished



170 H.P. F.-M. TANDEM GAS ENGINE.

Fairbanks-
Morse

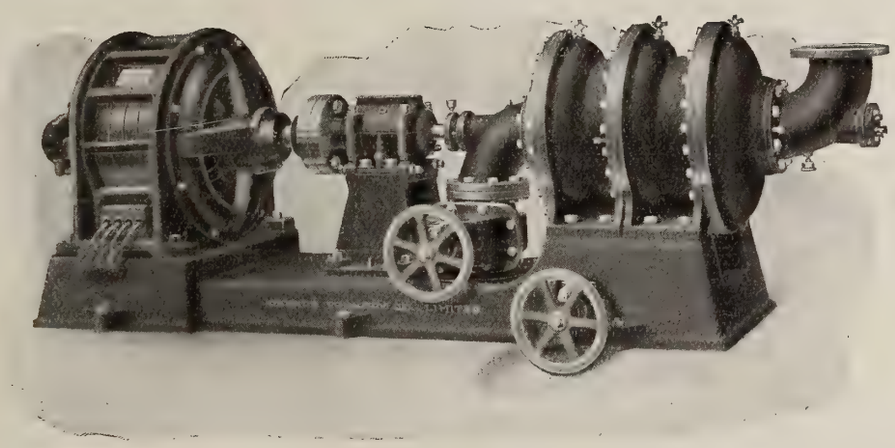
PRODUCER GAS ENGINES

Fairbanks-Morse Gas Engines provide a heavy duty, medium-speed engine, capable of meeting the most exacting demands both for reliability and durability. They embody the best features of European and American practice, and are built in single, tandem and twin-tandem types up to 500 h.p.

Complete Producer Gas Power Plants Installed by Us.
Write for Full Information.

THE CANADIAN FAIRBANKS CO., Limited, Montreal
BRANCHES: Toronto, St. John, N.B., Winnipeg, Calgary, Vancouver.

TURBINE PUMPS



Single and Multiple Stage

Low Cost of Installation

Simple in Construction and Maintenance

Effecting Great Saving in Space and Cost of Installation

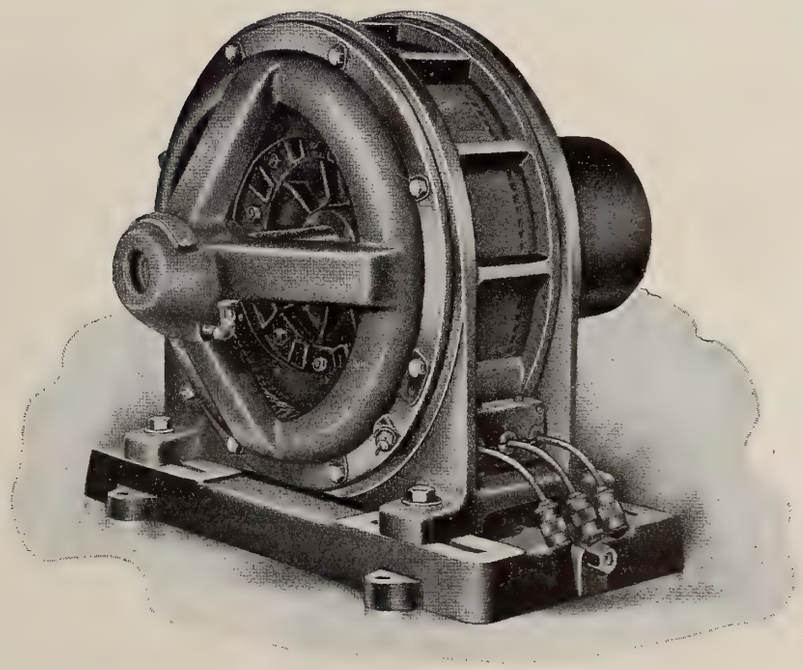
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Head Office, TORONTO

MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND

INDUCTION MOTORS

SUITABLE FOR ALL PURPOSES



Skeleton Frame

Thorough Ventilation

High Efficiency Over Wide Load Ranges

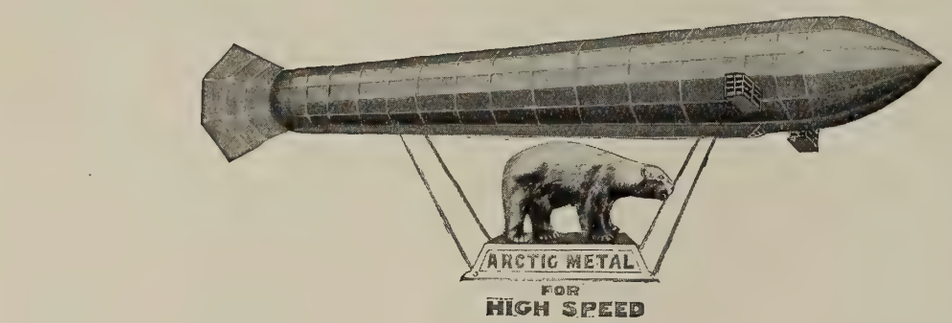
Form "K" Induction Motor

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MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND

THE CANADA PAINT Co LIMITED
VARNISHES



MANUFACTURERS OF HIGH-CLASS BRASS-FINISHED GOODS

TALLMAN BRASS & METAL Co

HAMILTON CANADA

UNION ASSURANCE SOCIETY

MERGED IN THE

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Total funds exceed - - - $86,250,000

Deposited with Canadian Government $877,280

SECURITY UNEXCELLED

THE ACADIA FIRE INSURANCE COMPANY

OF HALIFAX, N.S.

Capital Subscribed - - - -	$400,000
Capital Paid-up - - - -	300,000
Total Cash Assets -	$507,671
Uncalled Capital - -	100 000
	$607,671
Liabilities - - - -	$ 64,400
Surplus - - - -	543,271

"MADE IN CANADA"

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Corner St. James & McGill Streets - - - MONTREAL



THE same compelling force that induces the use of varnish at all should also suggest the use of good varnishes.

We have been at it for over forty years, making our varnishes as good as we can.

Skill, technical knowledge, experience have accomplished much for us and for our friends---our customers.

WE ARE STILL MAKING AND SELLING GOOD VARNISHES

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INTERNATIONAL VARNISH CO. LIMITED

TORONTO -:- WINNIPEG

Canadian Factory of STANDARD VARNISH WORKS

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LARGEST IN THE WORLD

THE AULT AND WIBORG VARNISH WORKS OF CANADA, LIMITED

MANUFACTURERS OF

PROCESS AND BRASS LACQUERS, VARNISH AND FINE JAPANS, ETC.

CONSULTING CHEMISTS FOR VARNISH SPECIALTIES

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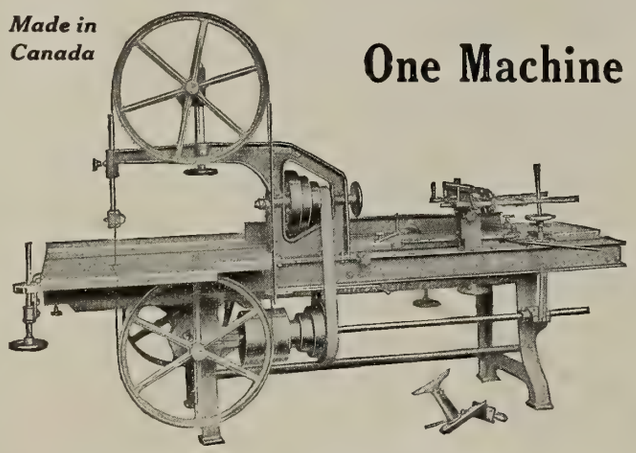
LONDON ENG. NEW YORK, N.Y. CINCINNATI, O. CHICAGO, ILL. SAN FRANCISCO

CRAIN COMBINATION WOODWORKER

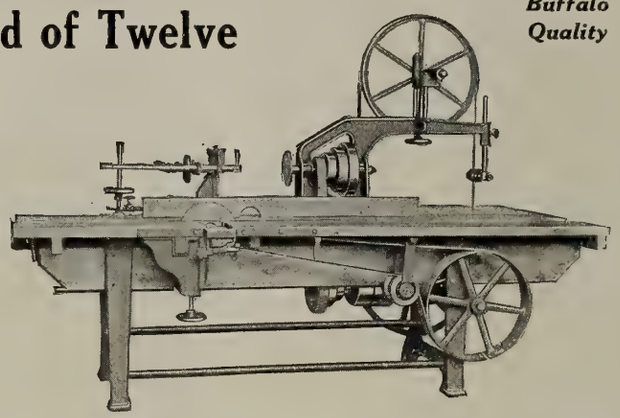
Made in Canada

One Machine Instead of Twelve

Buffalo Quality



View Showing Lathe and Band Saw Side of Woodworker



View Showing Circu'ar Saw and Planer Head Side of Woodworker

This woodworker combines in a machine occupying a floor space $3\frac{1}{4}$ x $9\frac{1}{2}$ feet, all the operations possible on the following individual machines: Lathe, Boring Machine, Drill, Band Saw, Rip Saw, Cross-cut Saw, Planer, Sander, Sizer, Equalizer, Shaper, Tenoner. No extra attachments are required. It is only necessary to insert the necessary tool, just as on the individual machine.

Write for Catalogue 178 C.M. Sec. H.

CANADIAN BUFFALO FORGE COMPANY, Limited

MONTREAL, QUEBEC



FACTORY HEATING and VENTILATION

BY

The Simplest and Most Economical System Known

THE

Sheldon Fan System

Consisting of

A Pipe Coil Heater, using exhaust or live steam, or both, which can be arranged for gravity return to a boiler located on the same floor.

A Blower, fitted with Sheldon Multivane Runner, which can be operated by any convenient power, most economically by a Direct Connected Engine, the actual operating cost of which amounts to only a small percentage of the heat in the system passing through the fan engine, the remainder being utilized in the heater, into which the engine exhausts.

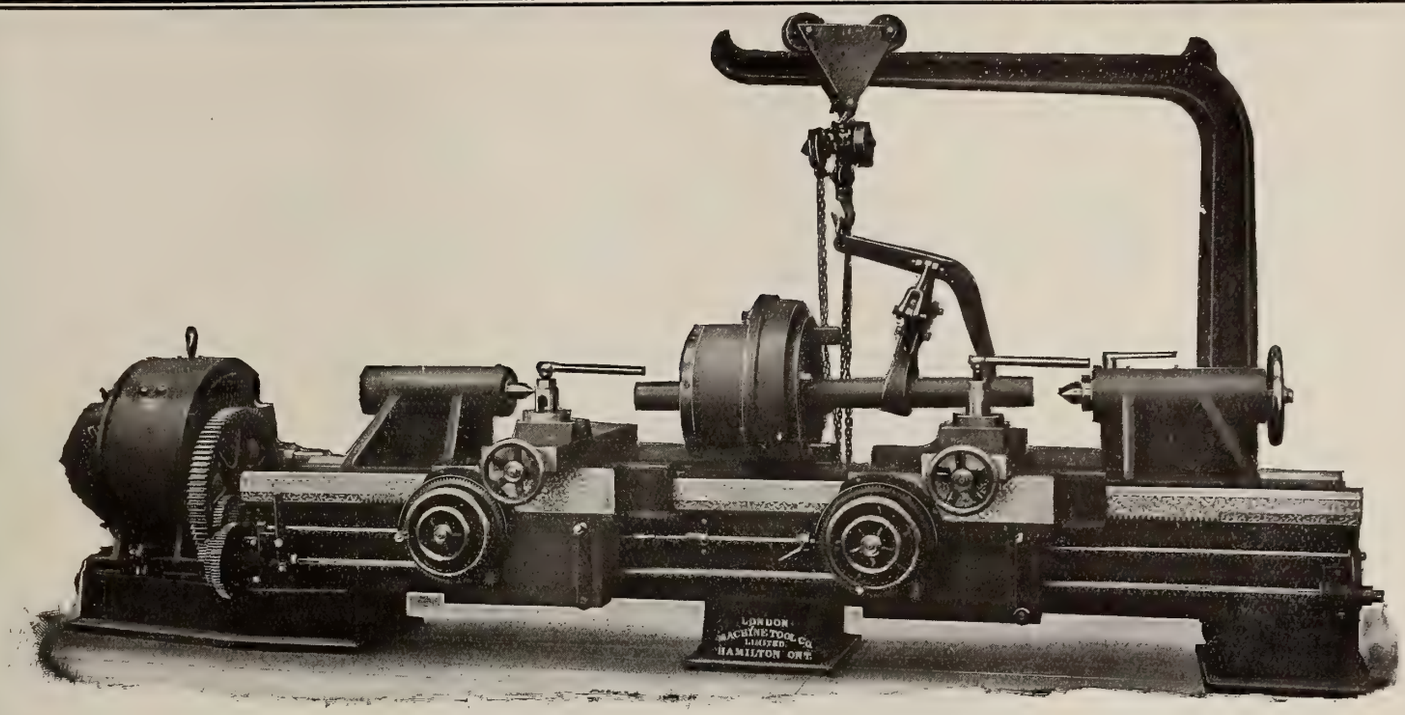
Fan, Heater and Engine are centralized in one compact apparatus.

The Fan can be so arranged to take all or any part of its air supply from outside or inside the building, as desired.

The warm air is conveyed through ducts or flues and distributed throughout the entire building.

Let Us Tell You More About It

SHELDONS LIMITED — Galt, Canada



HEAVY DOUBLE AXLE LATHES

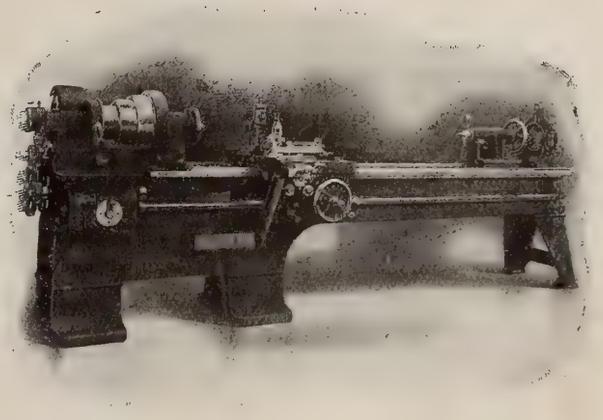
DESIGNED FOR TURNING CAR, COACH & LOCOMOTIVE AXLES USING HIGH SPEED STEELS TO THEIR LIMIT

WRITE US FOR FULL PARTICULARS

LONDON MACHINE TOOL CO., Limited

HAMILTON, - - CANADA

A GAP LATHE



To be an efficient tool on large as well as small diameters, must be of substantial construction, and this feature is strongly brought out in our machines.

The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect.

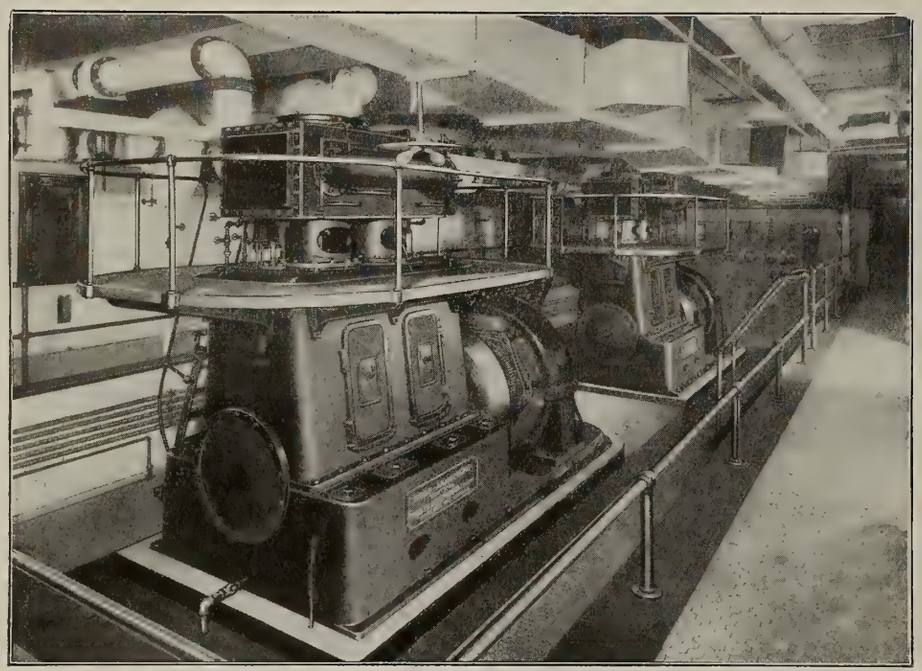
All labor-saving features are embodied, and workmanship is strictly first-class.

WE MAKE ENGINE LATHES AS WELL

PARTICULARS ON REQUEST

THE R. McDOUGALL CO., LIMITED

GALT - - CANADA



Has Cost Nothing .... For Repairs ....

A CUSTOMER SAYS :

"We have used one of your Vertical High-speed Engines, English type, forced lubrication, since 1907. The engine runs at 425 revolutions per minute almost constantly, night and day. It has given us every satisfaction, and so far has cost us nothing for repairs."

ROBB ENGINEERING CO., Limited, Amherst, N.S.

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Union Bank Building, WINNIPEG; W. F. Porter, Manager.
603 Grain Exchange Bldg., CALGARY; J. F. Porter, Manager.

FUNDAMENTAL ADVANTAGES

of the Waterous Roller.

¶ The Waterous Roller carries a double cylinder engine with cranks set on the quarter, giving a uniform thrust on the crank shaft and full operating power at all times—no dead centres.

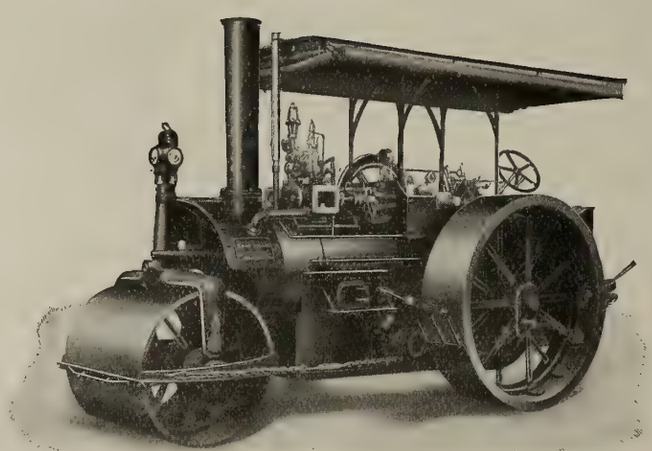
¶ The Waterous Roller has two speeds, for slow and fast work. It can get itself out of a hole or soft spot where an ordinary roller would be helpless.

¶ The Flange Steel Boiler is built to carry 165-lbs. working pressure ; is of extra large capacity, is quick steaming and will produce more than enough steam at all times.

¶ The Roller is particularly adapted for hauling wagons or road scraper, or for driving stone crusher.

¶ Steel yoke, steel boiler, steel tanks and steel shafting make it practically a steel roller.

¶ In the Waterous Roller every part of the machine is operated from the engineer's platform.



The New Catalogue

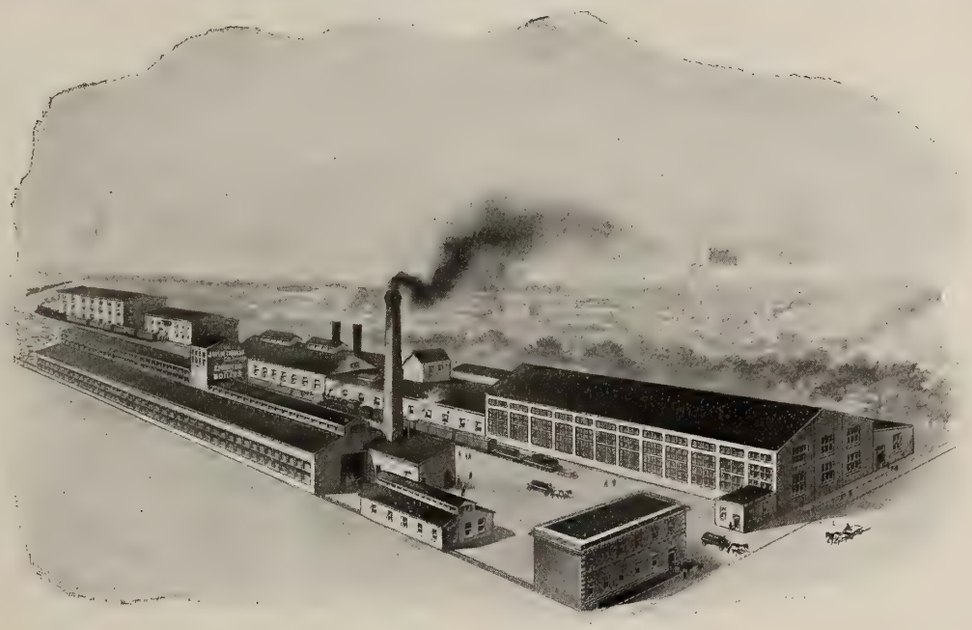
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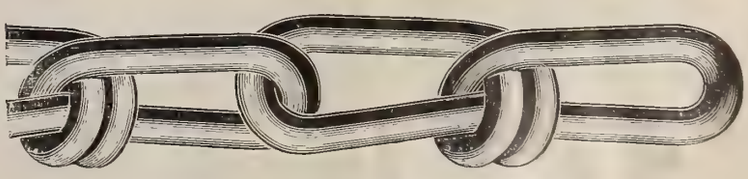
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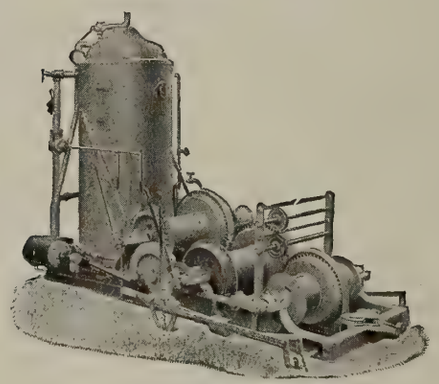
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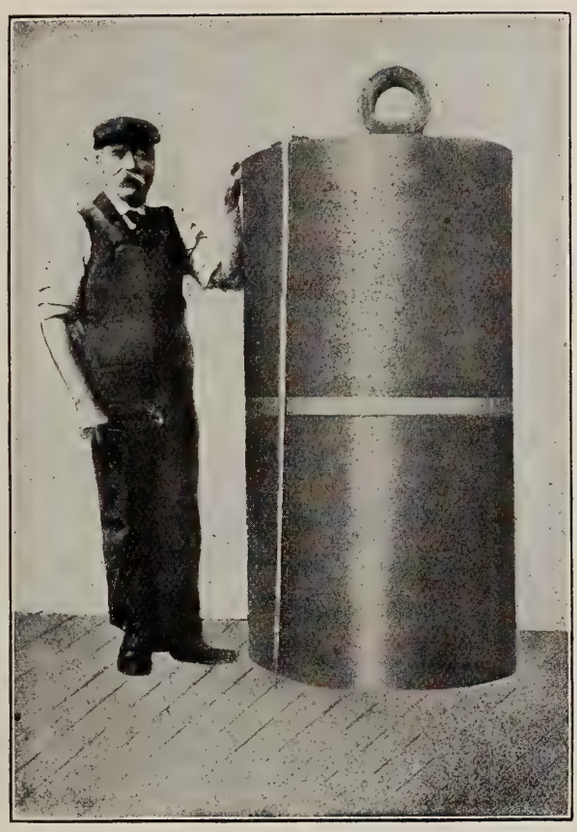
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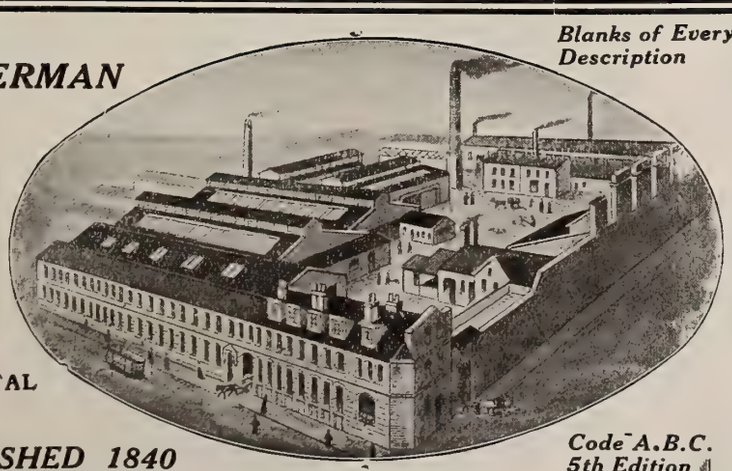
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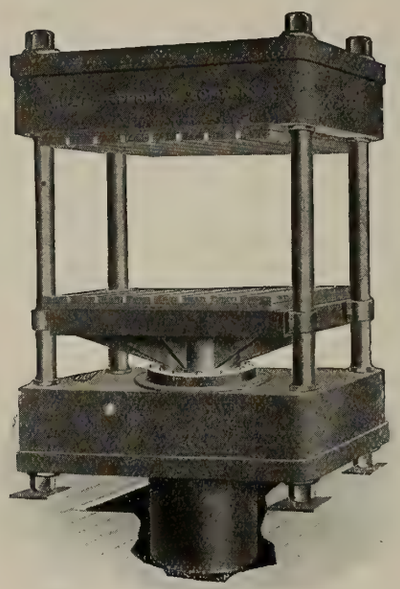
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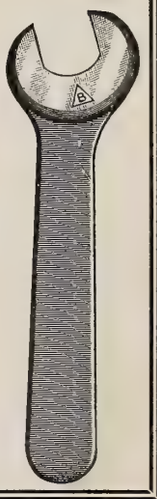
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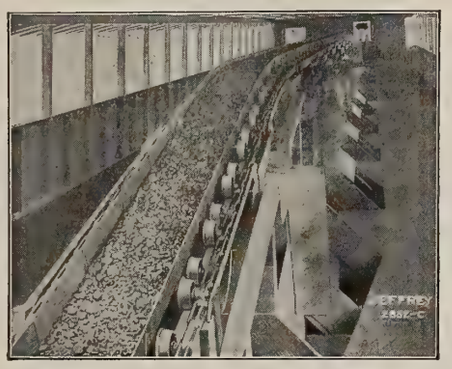
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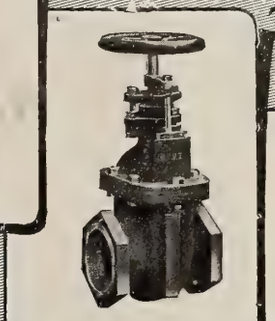
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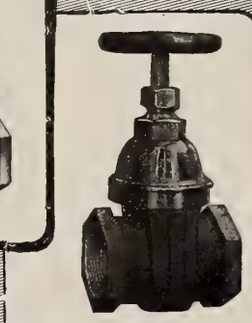
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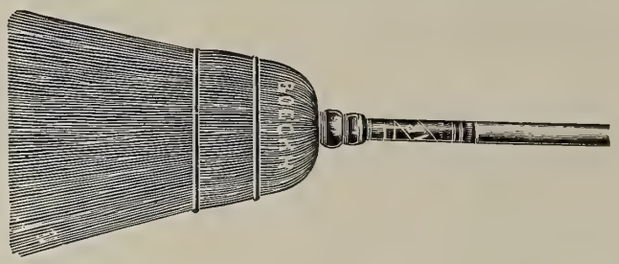
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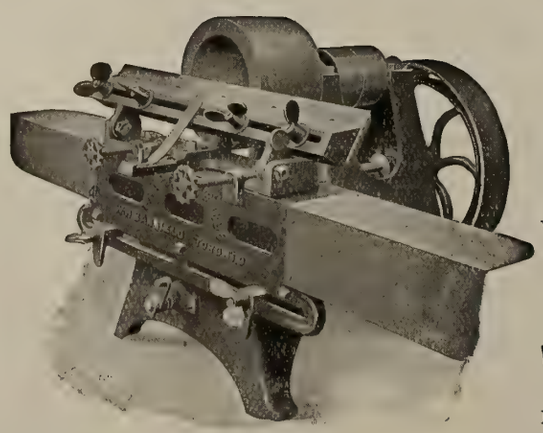
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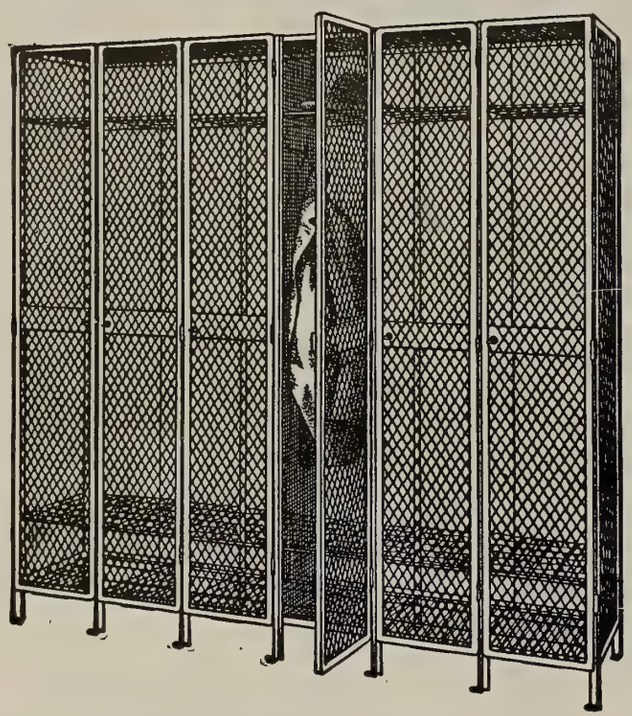
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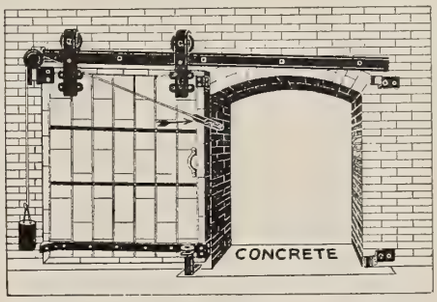
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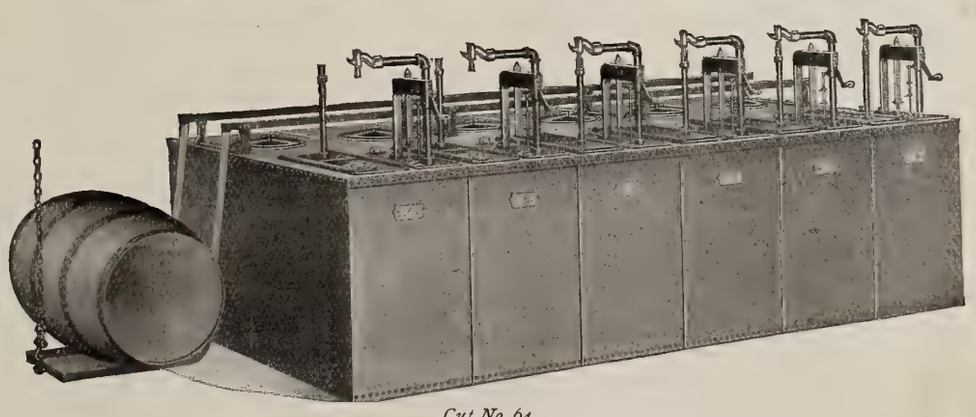
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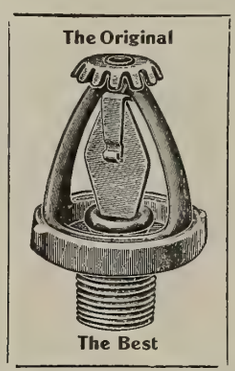
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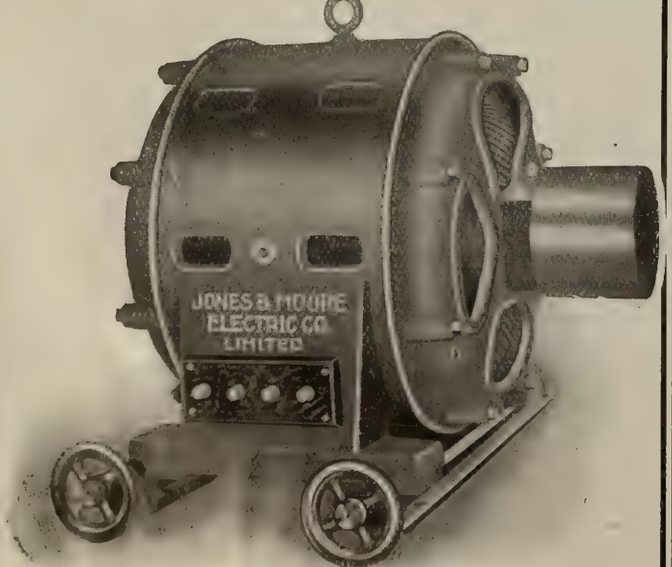


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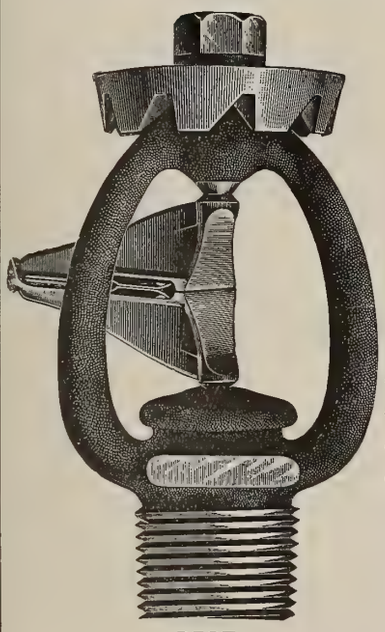
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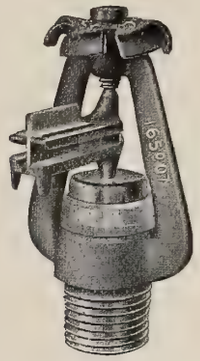


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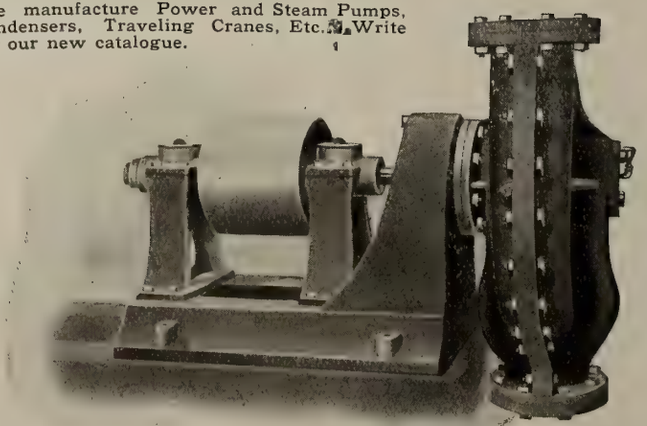
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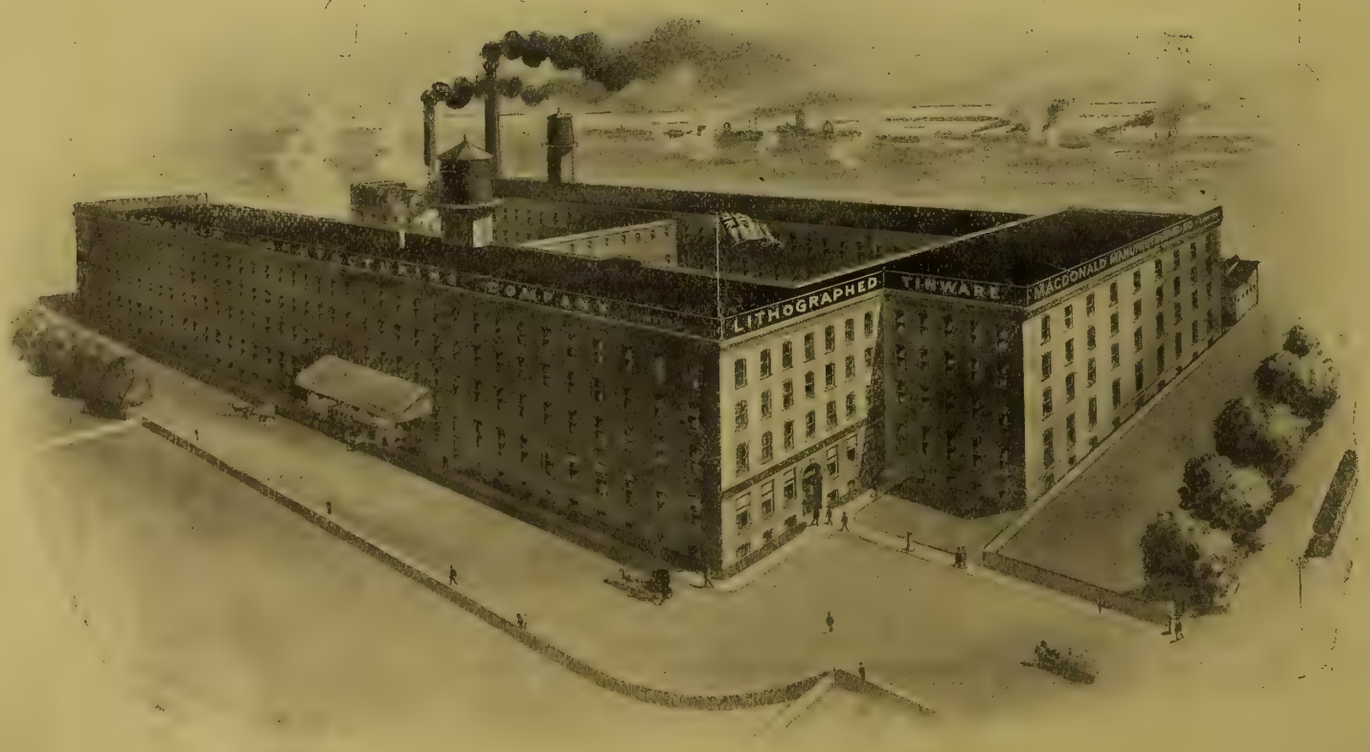
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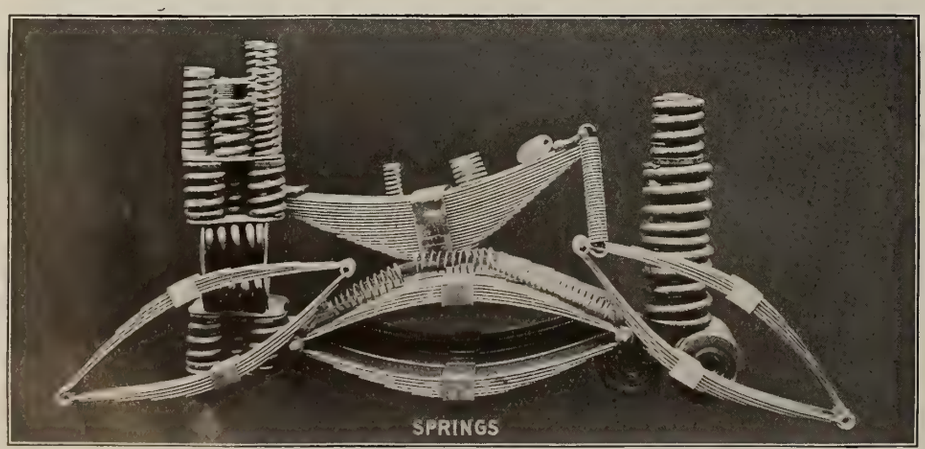
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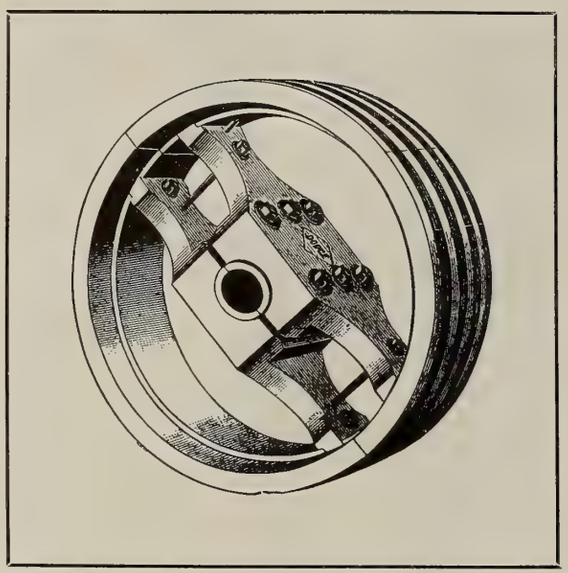
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Canadian Manufacturers, please note the two last claims. They should appeal to you.

Ask the local dealer for DODGE Pulleys, or send your orders direct to us--the makers

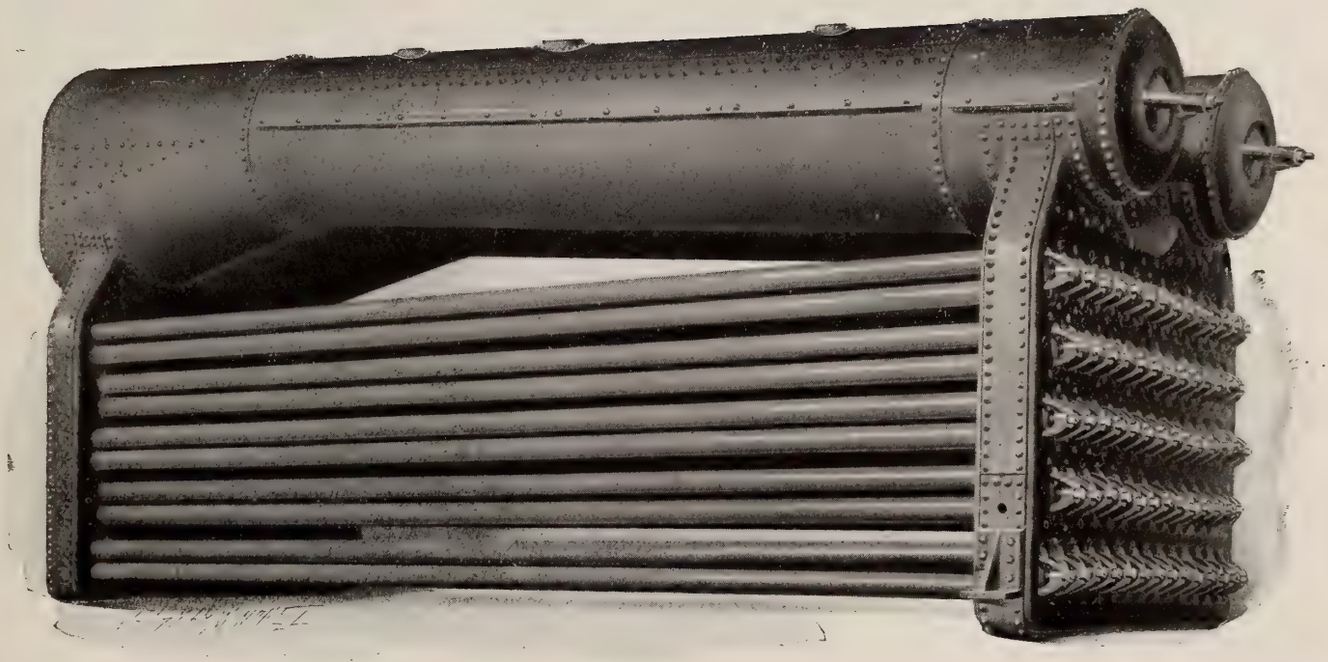
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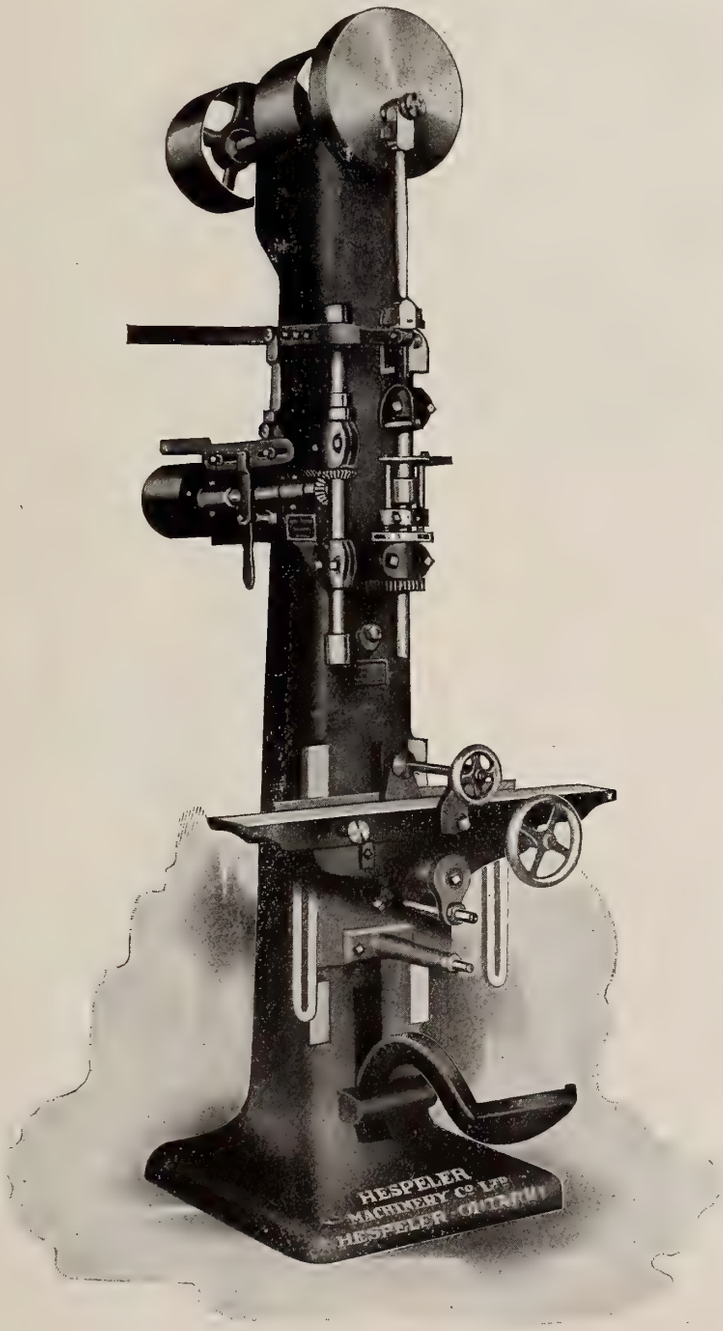
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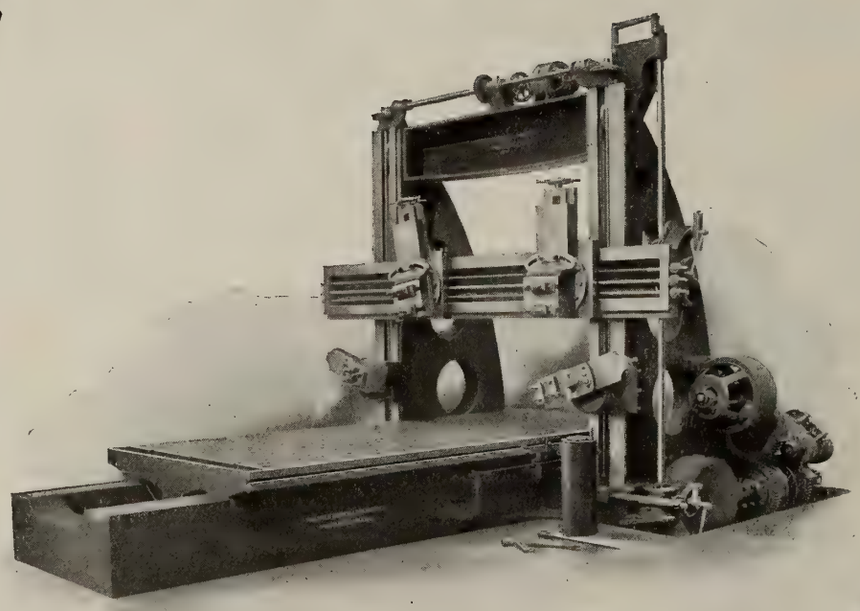
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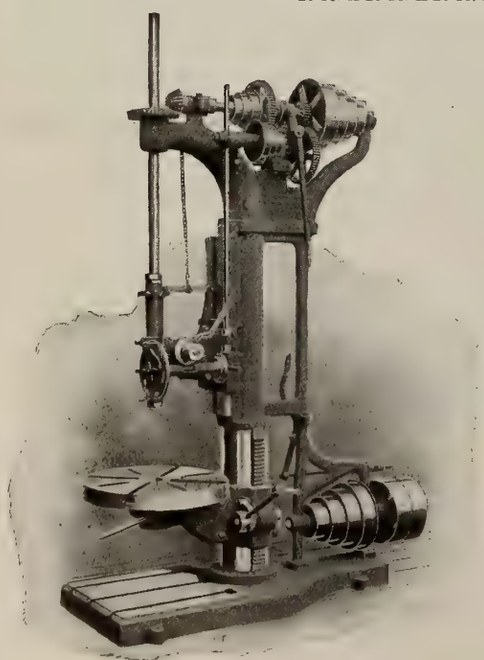
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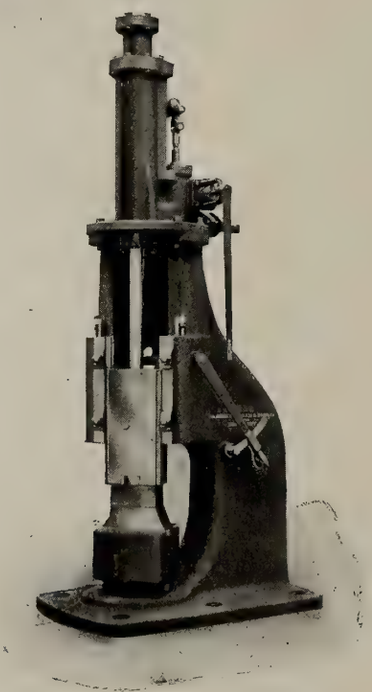
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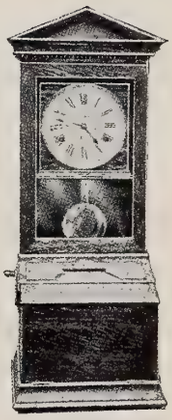
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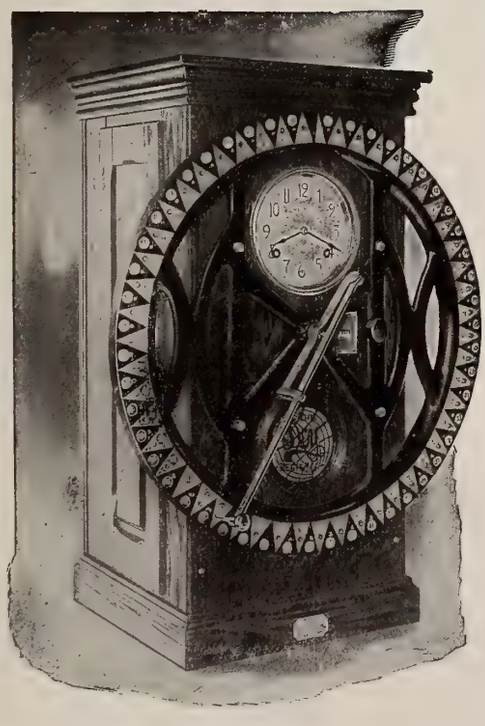
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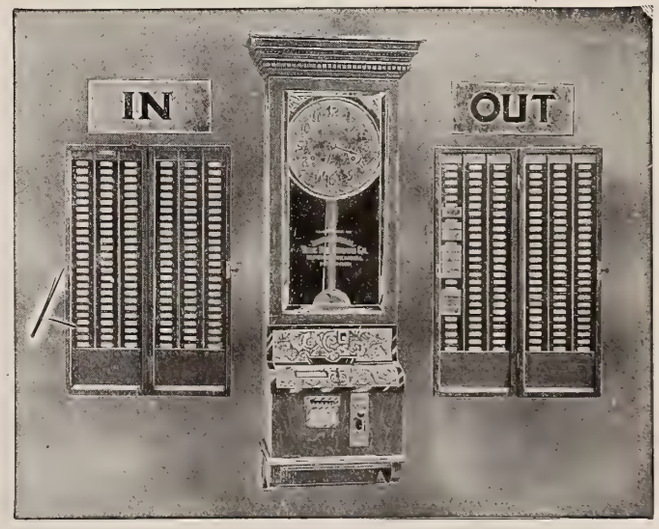
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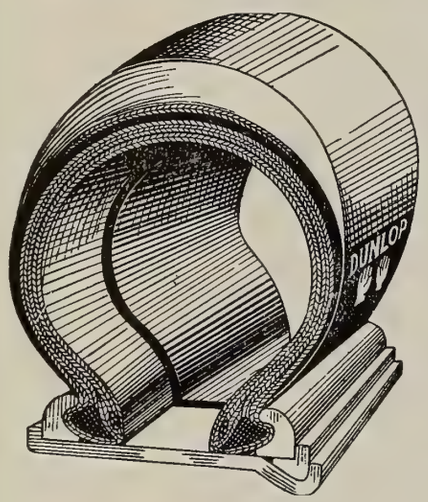




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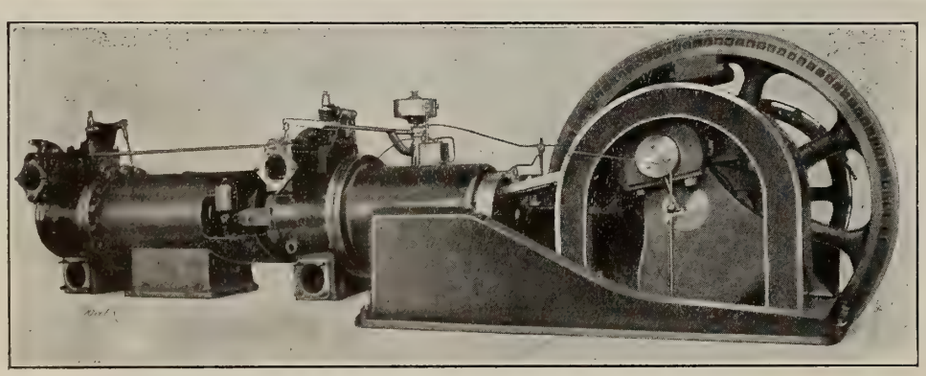
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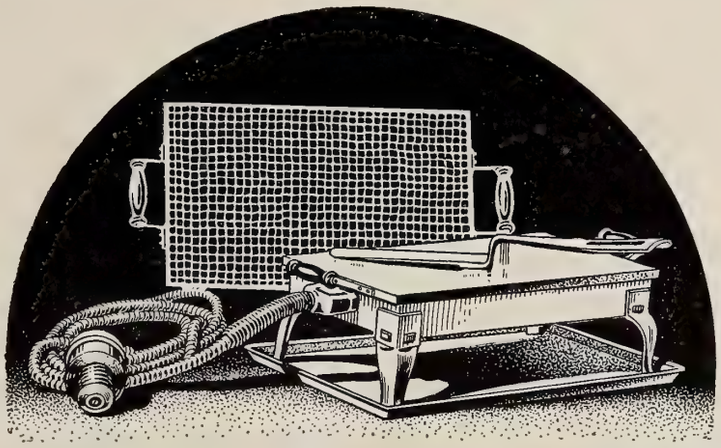
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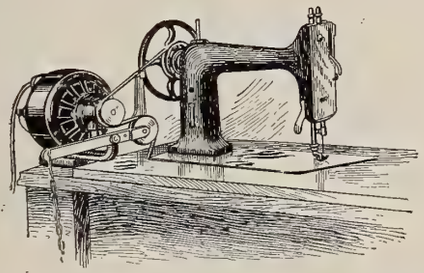
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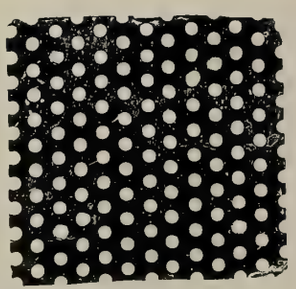
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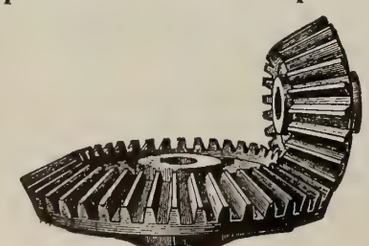
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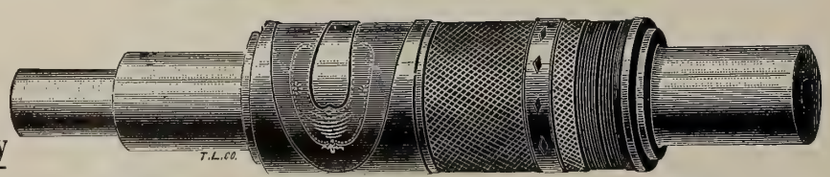


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ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, JUNE, 1910 | No. 11

INDUSIRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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OFFICES—TRADERS BANK BUILDING
TORONTO

General Secretary: G. M. MURRAY.

Editor: F. P. MEGAN.

Advertising Manager: D. B. GILLIES.

COMMENT OF THE MONTH.

An Appeal for Charity.

OUR attention has been called to an article which appeared in a recent issue of a Toronto weekly journal in which Canadian manufacturers are criticised for not doing sufficient advertising. The article in question darkly hints that unless our members "patronize" the newspapers more, they will be found lined up on the side of free imports. In the very issue of the paper in which the threat is made, practically half the advertisements are from members of the Canadian Manufacturers' Association. The paper itself has from the beginning been trading on the Canadian idea. It has the word in its name; it boasts itself the national weekly. That does not prevent it, however, from welcoming an inrush of United States products, other than magazines, however disastrous they may be to Canadian interests, so long as they bring with them a little additional advertising. The theory of advertising held by the editor of the paper in question will scarcely meet with much support among business men. He assumes throughout that newspapers are entitled to the "support" of manufacturers; that the latter should advertise because the editor and the printer's devil must be paid. No attempt whatever is made to show what advantages will come to the advertiser. No newspaper is entitled to the "support" of any class of the public. A newspaper is a business proposition, with a commodity, advertising space, to sell. That Canadian manufacturers are buying advertising space in large quantities is shown by a glance at *The Globe, Hardware and Metal,* or *Industrial Canada,* papers which go respectively to the general public, the retail distributors, and manufacturers. These represent the three great classes of buyers. They advertise in these papers because through them they reach the people who are buyers of their goods. If they do not advertise in any particular journal it is because they have not been shown that its circulation is such as to warrant them in spending money on it. We would recommend our contemporary to solicit advertisements on the ground of value rather than on that of charity. It will be more self-respecting as well as more efficacious.

The Harbour Problem.

STILL no action has been taken by the Toronto City Council to end the disgraceful conditions existing in their harbour. During the past month a Norwegian vessel took eight days to discharge a cargo of pig iron. During those eight days the owner was under practically as heavy expense as if the boat were in operation. The cause of the delay was the altogether inadequate facilities provided on the waterfront. No effort has been made by the city to supply up-to-date dock equipment. All is left to private initiative. As a consequence the citizens are cut out of practically all benefits which would naturally accrue to them in consequence of their position. The railways pay little or no attention to the water competition; it is negligible. On the other hand, in smaller cities where harbour accommodation has been provided, water competition plays a prominent part in fixing rates and service. The citizens of Toronto and the district of which it is the

distributing centre have lost many thousands of dollars annually because they have been compelled to pay higher freight rates than would have been necessary had the harbour been properly developed. When a boat is hung up for eight days when it should have been unloaded in one, the owner loses the profit on seven days' navigation. He will steer clear of such a harbour after one such experience. In the present case there is no shifting of responsibility. City Councils, year after year, have been guilty of procrastination and shortsightedness. They have failed to appreciate the seriousness of the situation. They have not recognized that because of their inaction the citizens have lost almost all use of the water for freight transportation purposes. The present members have a chance to do something which will be of the utmost value to the citizens. They are trusted to rise to the occasion.

Canada and Reciprocity Proposals.

ATTENTION is called to an article by Mr. G. M. Murray on another page of this issue, in which he discusses what should be Canada's attitude towards proposals for a trade agreement emanating from Washington. From a condition of despondency and industrial anarchy, following the abrogation of the Reciprocity Treaty in 1866, Canada has built up a national structure which is peculiarly suited to our present conditions. With fine courage development was carried on in every sphere of industry. Railways were built into the wilderness, farmers wrested their acres from the forest's control, manufacturers set up their shops. As the population increased, industries expanded; but no thanks to the United States. A frigid reception was given every envoy who pleaded for a larger market across the line. For thirty years we sought an outlet for our products in the United States, and we were ready to pay handsomely for it. Now we have found a market at home, in Great Britain and in foreign countries with which we have learned to deal. A change has come. The United States want our raw products and have surplus goods for which they in their turn need an outlet. Will they do what we were previously prepared to do? Will they pay for their market? Mr. Murray's article discusses the question. The article places facts and figures before the members, in the hope that it will arouse a close consideration of the tariff situation in all its phases. The opinions outlined are Mr. Murray's; the article is not an official expression of the Association's views.

The Country of Origin.

CUSTOMS officers in Australia have decided that goods marked "Made in America" do not disclose sufficiently the country of origin and so cannot be imported into that Commonwealth. It has been customary for manufacturers in the United States to mark their products with this expansive inscription on the assumption that all people would know at once that America meant the Republic. Australians fail to see what a good many Canadians are ready to admit. In consequence importers have been warned that a repetition of such marks will be dealt with as a contravention of the Commonwealth customs regulations. Mr. D. H. Ross, Canadian Trade Commissioner to New Zealand, in commenting on the occurrence, urges Canadian exporters to be particular in the specific marking of their goods, not only for the facilitation of the customs work of the country, but also for the advertising value of the description. The personal preference between various members of the British family is a valuable business asset. We believe that the average Canadian would prefer to buy an article made in Australia to one made in a foreign country, if he only knew about it. The same is no less true, we feel sure, in Australia. Hence the significance of Mr. Ross' advice.

Shipping Conditions Improved.

A CLAIMS case which was tried during the past month illustrates the advantages which shippers enjoy under the new bill-of-lading. In November, 1907, Newman & Co. turned over a carload of beans to the Pere Marquette Railway for transportation to a firm in Montreal. At London the Pere Marquette transhipped them to the Grand Trunk. They were not delivered in Montreal till a month after they had been shipped, and the purchaser refused to accept them. Newman & Co. were forced to resell the beans at a loss of $313.13, for which amount they sued. The interesting point is the defence entered by the railway. They urged that under a clause on the back of their bills-of-lading they must be notified within thirty-six hours of the time at which goods are delivered, of any claim for detention. Owing entirely to a misprint the railway lost its case. Under the bill-of-lading now in force the shipper may give notice any time within four months of his intention to enter a claim for loss and he has two years in which to bring the suit. For the improved condition the Transportation Department of the Canadian Manufacturers' Association is largely responsible.

Weakening the Security.

A BILL which was entered at the last session of the Alberta Legislature, but which was held over till the next session, would, if adopted in its present form, have a serious adverse effect on credit transactions in that Province. The wording of the proposed Act is as follows: "In any action arising out of or in connection with an order, contract or agreement for the purchase or delivery of any chattel, no condition, covenant, agreement or stipulation on the part of the purchaser being collateral to the main purposes of the order, contract or agreement shall be valid and binding upon the purchaser, notwithstanding anything to the contrary in the order, contract or agree-

ment contained, unless such condition, covenant, agreement or stipulation is in the opinion of the Court before which the action is tried, just and reasonable under all circumstances." This means that practically all agreements made by manufacturers of agricultural implements, who are the ones chiefly interested, and other goods which are sold on long terms of credit, would come up before a local judge wherever the purchaser was inclined to dispute or delay payment. The loophole which such legislation would provide would be promptly taken advantage of by unscrupulous people to escape the payment of just debts. There can be little doubt that it would result in much additional litigation and that the value of commercial paper would be depreciated. The farm implement manufacturers, by extending long credits, have made possible the present development of the West. Without these credits homesteaders would have been unable to carry on operations as they have. Manufacturers have to a very large extent financed the development of the prairie provinces. The Legislature of Alberta then should be slow to shake or weaken the system which has been effective for a generation to the advantage of both buyer and seller and to substitute for it a law which will of necessity bring about a lessening of accommodation to honest purchasers and which will benefit only those who are ready to take advantage of every technicality for the dodging of debts legitimately contracted. Conditions are sufficiently satisfactory at the present time. There is no urgent demand for a change.

A Prosperous Figure



THE FARMER: "I'm never so happy as when all the chimneys smoke."

A Note of Pessimism.

"WE are living in an age of world-wide financial delirium," is the concluding observation of Mr. James J. Hill in the last of a series of articles which he has been contributing to *World's Work* magazine. The per capita wealth of the United States he estimates at over $1,500. "The addition of these uncounted billions to the wealth of the world," he says, "has stimulated the love of squandering inherent in mankind. Its availability has lulled to sleep natural prudence, and quieted the alarm of moments of sanity in the spendthrift's life—with what result will be presently seen." Mr. Hill may be looked upon as a pessimist in his gloomy forebodings of financial breakers ahead, yet he has much knowledge and long experience to go on in forming his opinions. The public of the United States have come to take his remarks seriously. It is interesting to note what are the causes and symptoms of the condition from which the people on this continent are suffering. After discussing various influences affecting the industrial life of the country, he says: "When due allowance has been made for the effect of these forces that make for dearer living, there still remains a large unexplained balance. This must be credited to the lavish expenditure which has now grown to be a national trait, which is eating up our accumulated wealth, and which is forcing prices higher and higher by consuming our resources unproductively, encouraging indolence and luxury, and compelling resort to a constantly ascending scale of wages. With these three powerful economic forces converging upon the price average, the country could not possibly escape the corresponding rise in prices."

The Eight Hour Day.

LITTLE need be added to the argument already submitted by Mr. G. M. Murray in opposition to the proposed compulsory eight hour day on Government work. In view, however, of the presentation by the Trades and Labor Congress of a lengthy statement in favor of the Bill, it becomes necessary to expose a few of the many fallacies contained therein. First and most noticeable is the illogical arguing from false or unfair premises. In the case for the manufacturers the impossible condition was pointed out of some workmen in a shop, boilermakers, we shall suppose, working nine or ten hours while their fellow laborers who happened to be engaged on a Government

contract quit work at the end of eight hours. It was shown that shorter hours in every case meant an increased remuneration per hour so that the pay for a short day would be not less than for the longer period. Hence some men would get for nine hours' work the same pay as others on exactly similar work would get for eight. Mr. Murray rightly pointed out that such a condition would be intolerable and that either all men would have to be put on an eight-hour scale or the manufacturer would have to cease tendering on Government work. Mr. Draper, on behalf of the Trades and Labor Congress, rebuts this by stating that in some plants at the present time employees work different hours without friction, as for instance in a specified iron-working shop, patternmakers, moulders, machinists and laborers work different periods. In this reply the whole point of the argument is lost. Mr. Murray's argument was not that there would be dissatisfaction because patternmakers and laborers did not work the same number of hours, but because one patternmaker would work longer than another. This point Mr. Draper entirely omitted to meet.

* * *

AGAIN Mr. Draper asks what difference it is going to make to manufacturers? If they have to pay higher wages all they will have to do is to raise the price to the Government. A simple expedient, no doubt. The Trades and Labor Congress forget that competition rules in business and that raising the price means losing the contract. Foreign manufacturers working their plants many hours a day are ever ready to accept the job. How is this going to help Canadians? According to Mr. Draper, the only effect would be to increase the number of workmen. When we consider that this same organization which Mr. Draper represents has a representative in Great Britain steadily, whose sole work is to discourage artisans from coming to this country, we find some difficulty in reconciling the speaker's actions and forecasts. The fact is that manufacturing is an expensive process in Canada. Money is high, the market is limited, transportation charges are great, there is an additional charge for heating in winter, buildings have to be built more substantially than in milder countries. For all of these reasons it becomes necessary to operate factories to their utmost capacity. This is not done if machines lie idle an extra hour daily. As has been urged before, Canada, geographically placed as she is alongside a strong manufacturing people, cannot afford to inaugurate innovations of this kind. The people of the United States are no sluggards. They have attained their present industrial position because they have hustled. The Germans work long and hard, and so do other European peoples. The race will be to the industrious. It has not been shown that an eight hour day is necessary for the physical, moral or mental well-being of the individual.

The President Disciplined.

BAD times are in store for President Taft if he ever has to take up his trade of steam shovel operator to earn his living. The President attained a certain degree of eminence as a lawyer and later as a Justice of the Supreme Court. The crown of a successful life, however, came when as a preliminary to his campaign for the presidency of the Republic he became initiated into the Steam Shovelers' Union. Only then did he become worthy of the confidence of workingmen. It is not stated that as a qualification for membership he showed himself a good shoveler, much less a fancy shoveler. But even the plumbers don't insist on skill among their members, so long as a man has the necessary entrance fee and an indisposition to unseemly haste. It is now reported that Mr. Taft's love of baseball has been the cause of his downfall. A demand is to be made for his expulsion from the union. All this is because he attended a ball game which had been declared unfair by the Building Trades Association. It appears that non-union men were employed in erecting the grand stand for the Cleveland ball park. For this gross violation of union principles on the part of the management trades union men will deprive themselves of their chief enjoyment during the present summer—or until the pennant race grows a little keener.

Encouragement of Industries.

QUOTING a statement which appeared in a recent issue of INDUSTRIAL CANADA that in the past ten years $170,000,000 of United States capital had come to Canada largely in consequence of our tariff, the *Farmer's Advocate* draws attention to the fact that the United States settlers going into the West last year are estimated to have taken with them nearly a hundred million dollars of capital, or more than half as much as came to us from the United States for industrial investment in a whole decade. Which industry, it goes on to ask, agricultural or manufacturing, is the better worth encouraging? Canadians are not called upon to answer that question. It is not a case of taking one and leaving the other. Both agriculture and manufacturing are well worth encouraging and the encouragement of one is in itself an encouragement of the other. But lest there should be any doubt about the practical encouragement of farming by Canada—a policy which is strongly and consistently supported by the business element—let us call attention to the immense expenditures assumed by the whole people in the matter of railway construction for the benefit of farmers, the improvement of waterways, the provision, at the price of subsidies, of cold storage equipment in vessels running to the countries with which Canada can trade, the establishment of experimental and model farms, the erection of grain elevators; these advantages, besides a tariff protection where necessary, have made agriculture of increasing profit from year to year. To-day the Canadian farmer is enjoying a prosperity

such as he never enjoyed before. No good purpose is served by suggesting an opposition of interests between manufacturers and farmers, an opposition which does not in reality exist.

Will Limit Employment.

"THE fair wage movement always increases the number of unemployed," says *The Witness,* in discussing a resolution introduced into the Montreal City Council establishing a minimum wage for men engaged on civic work. "This involves," it continues, "a new problem, and in the midst of prosperity there are processions of men demanding work. Some of these, of course, are not at all anxious for work—only for support. There is always that class. But there is always the other class of men who are anxious to earn what they can. The problem of what to do with those who are refused this privilege naturally follows upon the other." The minimum wage exacted wherever possible by organized labor, whether in factory or corporation work, is responsible for a great injustice to the class of men—always large—who have passed the age where they can maintain the speed of younger men, but whose skill is yet unimpaired. No doubt labor unions have done a beneficial work in securing adequate compensation for their members. So long as their demands are reasonable no criticism is made of them on this score, although it must be said that each concession seems to be but an incitement to greater requests. The greatest injustice has been done to workingmen themselves by preventing those who cannot do enough work to justify their employment at the wages fixed from getting employment at all. Many a man whose daily output is not such as to justify an employer in paying him two dollars a day would be a profitable worker at half that amount. The man would gladly earn the smaller sum, but the union steps in with a veto. He must get the impossible wage or none. That is the problem suggested by *The Witness* in the editorial quoted from above. "The new law," says *The Witness,* "implies that every man can and will do a fair day's work. The wage is to be fixed at a rate that will be a fair remuneration to such, and will attract men in their full vigor. Contractors and foremen will rightly pick the best men offering, and the less able and the less regular will find themselves left out."

Naturally



UNCLE SAM: "That 'ar old fence has got to come down considerable anyhow—but I'd like to bluff Jack Canuck into payin' me for doin' it."

A Foreigner's Protest.

ONCE again the question of improving the Toronto harbour has been galvanized into life. It required the scorn of a Norwegian captain to stir up public indignation to the point of protest. Whether or not a Norwegian captain is sufficient to arouse the City Council to action is a different matter. Unfortunate it certainly is that the citizens of Toronto are ready to go along, satisfied with their own insufficiency, until some stranger at their gates points out what they are suffering by not doing as others do, by not improving their opportunities. Montreal will never be content so long as there remains a single improvement uncompleted. Millions have been spent on wharves and tracks and on the equipment of the harbour. Her reward is in the immense traffic which now passes east and west through her warehouses. Quebec is alive to the urgency of keeping abreast of the times in her harbour accommodation. St. John, N.B., has big plans for the future and already much has been accomplished. In Toronto it takes eight days to do what could be done in one-quarter of the time at another port. The one hope of salvation seems to rest in the frequent arrival of foreign vessels. They have not grown used to conditions as they exist in that city and they do not conceal their dissatisfaction or disappointment.

Shipping Subventions.

CANADA'S subsidies to steamship companies for the coming year will amount to $1,920,200. Whatever may be the merit of individual contracts, the provision of regular and rapid transportation between Canada and the markets of the world is of prime importance. A considerable part of the above sum is a direct payment for the carriage of mails. The rest is a subvention for the regular service given by the recipient companies. The necessity for subsidies is at once apparent when we consider the conditions of international trade. The Canadian producer has to meet the competition of all other countries in the world's markets. The selling price is fixed by competition. The cost of production is established. It then remains to be seen whether the goods can be transported at such a cost as to allow a margin of profit on the transaction. Trade from Canada to any other country is necessarily small at first. We have to enter a field which is already covered by nations whose facilities for production and transportation are in most cases superior to our own. The market has to be experimented with, it has to be nursed and developed, before a steady flow of merchandise is brought about. Yet regularity and a certain speed in delivery are essential to a satisfactory trade. Therefore, in order that the resources of Canada may be developed and that we may sell our goods in competition with other nations the Government pays companies to give a service of a specified speed and frequency to various points. We might refer to the increase in South African trade as an example of what may be accomplished in this way. Canada's imports are heavy and no doubt will continue to be so for years to come. Our only method of paying for these is to exchange our products, either natural or manufactured. Therefore, for the maintenance of even an approach to a fair trade balance and for the meeting of our foreign obligations it is necessary for the country to ensure such transportation facilities as will enable us to compete on an equal basis in outside markets.

Open Office in England.

AN Industrial Bureau has been established in Great Britain by the Grand Trunk Railway Company. While it will assist British manufacturers to find a market for their goods in Canada, it is announced that the chief work of the officials in charge will be to encourage manufacturers to establish branches in this country and to interest capital in industrial enterprises. We trust that the Company will meet with success in their efforts. In the report made by Mr. Richard Grigg to the British Government on the possibilities for increasing trade between Canada and the Mother Country, one of the chief points made was that British manufacturers got no benefit from branch factories in Canada. The United States held a large part of the market in that way. They equipped factories with United States machinery and they in many cases supplied the branch with partially manufactured goods from the parent plant. We have enjoyed the benefit of immense British investments but they have been for the most part in Government, municipal and railway bonds. They have not assisted Great Britain beyond the dividends which they paid directly. A greater interest in industrials, besides the direct profit therefrom, would have an additional advantage in opening up a market for British machinery, factory equipment, and partially manufactured goods. Recent developments indicate that industrial investments are becoming increasingly popular in Great Britain. The opening of a bureau by the Grand Trunk Railway Company shows an appreciation on the part of that company of the new sentiment prevailing.

Express Demands.

OBJECTION was made by the Express Companies at a recent session of the Railway Commission that "parasite companies" were sending parcels in bulk for distribution to consignees after they left the express offices. The heinousness of the offence is not very apparent to the average man who owns no stock in this particular class of transportation company. The company collects a parcel, makes the regulation charge for its service, and delivers it to some individual at the point of destination. That seems to be about all the interest the express company should have in the transaction. Why should it be endowed with inquisitorial powers to pry out where that parcel or any part of it is going to be ultimately delivered? Its charges have reference to the weight, size and value of the parcel. It gets more for the bigger package than for the smaller. The consignor assumes the expense and risk of a sub-delivery after the goods have passed from the hands of the express company. The abnormal profits made in the past by these carriers have made them all the more greedy. Only by the most persistent opposition on the part of shippers have they been restrained from making a general increase in rates. They lose no opportunity of tightening up the screws in conditions and charges of carriage. Their present complaint, which was in part allowed by the Commission, is just another effort to use their monopoly for their own selfish advantage.

How to be Prosperous.

THE *Canadian Courier*, a paper published in Toronto, says that "there are certain classes of manufacturers in Canada, making a combined profit running into the millions, whose announcements never appear in any journal except the organ of the Association (INDUSTRIAL CANADA) or in the trade paper which represents their industry." The *Courier* should place an advertisement with INDUSTRIAL CANADA and get in on the prosperity.

STEAMSHIP SAILINGS

Montreal to Liverpool—
C. P. R. Liners, June 3, 9, 17 and 23.
Allan Liners, June 3, 10, 17.
White Star-Dominion Liners, June 4, 11, 18.

Montreal to Bristol—
C. P. R. Liners, June 4, 18.
Dominion Liners, June 11, 25.
C. N. R. Liners, June 9, 23.

Montreal to London—
Allan Liner, June 4, 11, 18.
Thomson Liner, June 4, 11, 18.
C. P. R. Liner, June 5, 12, 19.

Montreal to Antwerp—
C. P. R. Liner, June 5, 12, 19.

Montreal to Glasgow—
Allan Liner, June 4, 11, 18.
Donaldson Liner, June 9, 16.

Montreal to Havre—
Allan Liner, June 4, 18.

Montreal to Manchester—
Manchester Liner—June 4, 11, 18.

Montreal to Rottendam and Hamburg—
Canada Liner, June 4, 18.

Montreal to Dublin—
Head Liner, about June 10.

Montreal to Belfast—
Head Liner, about June 20.

Montreal to Leith—
Thomson Liner, about June 22.

Montreal to Australasian Ports—
New Zealand Shipping Co., about June 15 and July 15.

Montreal to South Africa—
Elder-Dempster Co., about June 20.

Montreal to Cuba and Mexico—
Elder-Dempster Co., about June 15.

INTERNATIONAL EXHIBITIONS

Omsk, Siberia: An international exhibition will be held in this place commencing December, 1910. The object is to introduce modern agricultural implements, since agriculture is the chief industry of the country. The Commercial Intelligence Branch of the Board of Trade, London, is making arrangements for British exhibits.

Kieff, Russia: Foreign manufactures will be admitted free of duty for exhibition purposes, during the exhibition at the above city, which will extend from May 15th to October 14th, 1911. Complete information may be had from Mr. H. Paton Smith, British Consul at Kieff.

Turin, Italy: In view of the proposed commercial arrangement between Canada and Italy, it is of interest to note an exhibition which will be held at Turin between April and October, 1911.

Allahabad, India: It is reported that the German Government are making arrangements for an extensive display of that country's manufactures at the Allahabad exhibition, to be opened in December, 1910. Allahabad is the centre of a great agricultural district.

Roubaix, France: Several countries have already signified their intention of taking part in the International Exposition in Roubaix in 1911. The exhibition will represent the whole north of France.

CANADA'S WOOD PRODUCTS.

The lack of accurate, reliable and frequent returns concerning the production in Canada of lumber, pulpwood, lath, shingles, poles and other wood products has for some time been felt, and with increasing closeness of manufacture promises to be more and more in demand. In order to meet this need the Forestry Branch of the Department of the Interior has taken up the collection of statistics on the subject, and has lately published the result of the first year's work in this line as their Bulletin No. 8, entitled "Forest products of Canada, 1908." Messrs. H. R. MacMillan and G. A. Gutches have compiled the figures.

The statistics have been made up from the replies returned to circulars sent by the Branch to manufacturers and producers in the various wood industries. The accuracy of such results necessarily depends on the proportion of manufacturers returning the schedules sent.

The returns published in the bulletin do not profess to be complete. It would, indeed, be remarkable if in this, the first year in which the statistics were collected, they had been so.

The total value of the production of lumber, lath, shingles, cross-ties, poles and pulpwood was $67,425,044.

The production of sawn lumber is shown by the figures to be in the neighborhood of 3,348,176,000 ft., board measure, per annum, valued at fi54,388.036. In this Ontario leads with a production of 1,294,794,000 ft., valued at $24,398,077, Quebec being second with 690,135,000 ft., of the value of $10,838,608, and British Columbia third, with 647,977,000 ft., worth $9,107,186. The other provinces rank in the following order: New Brunswick, 308,400,000 ft., valued at $4,081,402; Nova Scotia, 216,825,000 ft., of the value of $2,873,730; Saskatchewan, 91,166,000 ft., valued at $1,576,820; Manitoba, 56,447,000 ft., value $867,969; Alberta, 41,382,000 ft., valued at $593,244. The total production of wood pulp is 363,079 tons, made from 482,777 cords of wood, and valued at $2,931,653.

British Columbia easily leads in the production of shingles, producing 724,652,000, of the value of $1,391,306. Its nearest competitor is Quebec, which produced 406,440,000, valued at $849,787, and then follow, in their order, Ontario, with a production of 223,533,000, valued at $461,155; New Brunswick, 109,913,000, worth $325,865; Nova Scotia making 33,141,000, valued at $69,370; Manitoba turning out 1,125,000, worth $3,150, and Saskatchewan, which produces 592,000, valued at $1,363.

The total production for the Dominion was 1,499,396,000 shingles, the aggregate value of which was $3,101,996.

In the manufacture of laths Ontario takes first place with 263,241,000 to her credit, valued at $612,856. Little more than half that number, viz., 138,991,000, is made by her nearest competitor, New Brunswick, the value of whose product is $286,088. Quebec made 92,914,000 laths, worth $189,076; British Columbia, 86,862,000, worth $208,255; Nova Scotia, 62,638,000, worth $136,893; Saskatchewan, 18,477,000, valued at $40,173; Manitoba, 7,370,000, at a value of $10,200, and Alberta, 1,069,000 worth $3,584.

CORRESPONDENCE

TRADE WITH MEXICO.

Mr. Thos. Dunlop, 161 Aguila Street, Havana, Cuba, writes us under date of May 11th:

"I have received the copy of the INDUSTRIAL CANADA, which you were good enough to send me, and for which I thank you. I am glad to note the progress that is being made by the Canadian Manufacturers Association and the publicity they are now giving to 'Made-in-Canada' goods.

"I have noticed in the publication the feeling that is now being shown in promoting better trade relations with the British Isles and the colonies and of the interest in the internal trade and commerce of the Dominion. All this is very laudable and deserves the support of every manufacturer in the Dominion. To support 'Made-in-Canada' goods in the nature of a campaign for increased trade ought to be the ultimate object of every citizen and not alone in Canada but elsewhere. That 'Made-in-Canada' must not be confined to Canada alone, but the motto must and ought to be carried out in a campaign for the foreign market and increased export trade with the continent of North and South America, for Canadian-made goods have a very favorable reception in foreign markets, but unfortunately we are not following up the fine advantage gained.

"For some time, I have been engaged on my own behalf investigating trade conditions in Mexico, South and Central America, and I believe that no country affords greater possibilities for increased Canadian trade than Mexico. The growing Canadian investments in public utility companies, the establishment of branch Canadian banks, the high regard in which Canadians are held by the entire citizens of the Republic, make the way much easier for a greater volume of trade than is now being done.

"The fact that we have at home a great Northwest demanding the output of our mills and manufactories is no sufficient reason why we should not devote a greater part of our time in promoting foreign trade. I believe that no country affords better facilities for supplying the demands of the Mexican market than does Canada, and from what I know, the Canadian trade with Mexico ought to supplant the major part of the export trade of the States to Mexico within the next ten years.

"The reason for this increased trade between Mexico and the United States is the careful attention given to American exporters by the Bureau of Manufactures and the efficiency of their consular service as a trade getter. It is not their superiority as a manufacturing nation nor their ability to give better terms or credit, for usually one order may be placed, and one only. Such methods while having a demoralizing effect on other export nations only make easier the conquest of the market by those whose productions are reliable those who have no job lots to be got rid of, but who are after trade with the intention of keeping it. Spanish-American business is good business to have and to keep. Every account won is sure to be kept, providing the goods are as represented. While the larger export houses of Europe extend liberal credit and long term credit in many cases with interest added, the merchant in Mexico can in all cases usually meet his bills when due, and many of them are discounting their bills within shorter notice than the average merchant does.

"Mexico affords every protection to business. She is rapidly developing the great natural resources of the country, she is encouraging immigration; she is opening up extensive lands for settlement. Each and every municipality has some improvement to make or is now making. Her government is sound, and she invites the investor, the merchant, and manufacturer to visit her and see for himself the great possibilities that are within reach.

"Transportation can be easily improved as business warrants. Cheaper postage ought to be inaugurated.

"I am at all times willing to lend my aid or to furnish any information on any question of commercial interest to Canadian merchants and manufacturers, and without any compensation, as the gratification in knowing that I can be of some value to them is sufficient for my reward."

DUTY ON STONE.

Mr. Wm. W. Piper Colwill, The Corinthian Stone Co., Guelph, Ont., writes us as follows:

"In looking over INDUSTRIAL CANADA for May, I saw that the stonecutters of Vancouver and Manitoba are awake to the fact that it is time for an increase in the tariff on stone from the United States, and I also saw the same thing commented on by the press. I am sure that it would not only be a great benefit to the stonecutters of Ontario, but would be the means of aiding our business of manufacturing artificial stone to increase the tariff to a very large extent, and thereby assist in retaining the hundreds of thousands of dollars which are sent to the other side of the border every year, and for which we only have the stone. Why should we not have the stone and the money too?

"I have before me the *Contract Record*, issued by Hugh C. MacLean, Limited, Toronto, a journal published for the building trades and to which almost every Architect and Contractor in the Dominion subscribes, in which is an advertisement of The Consolidated Stone Co., of Chicago, stating that their stone has been used in many of the largest public buildings, churches, etc., in the United States and Canada. How many Canadian quarries advertise in the United States journals with similar statements? I think it would be safe to say there are none. This stone from the United States is not as hard as our Canadian stone, is easily quarried and cut, and is sold in Canada at such a low rate that we cannot compete with it in our Corinthian Cast Artificial Stone, except at such a low margin as to curtail and restrict our business to a great extent, and competition with it in Canadian natural stone is an impossibility.

"We pay forty per cent. of our earnings in wages. We buy stone ready crushed, cement, iron, lumber, hardware, etc., all of which helps to swell employment of labor, and if a duty of twenty-five per cent. or more were added to the existing tariff, we could do a far larger business, our quarries would operate more extensively, more machinery would be required, more labor needed. I might say here that we employ draughtsmen, wood carvers, pattern makers, moulders and laborers. Our stonecutters in Canada would be employed, railways increase their traffic and our money would be kept in Canada, to help build up our nation, instead of being sent to the United States for material of which we have an abundance of a superior quality. I think this would be a good time to bring the matter before the Government to whom it should appeal, as a grievance which could be easily remedied."

The F. F. Dalley Co. took advantage of the sailing of the *Rakai*, the first vessel to leave Montreal on the new Australasian route, to ship two carloads of "2 in 1" shoe polish to Australia. The shipment was in charge of the Imperial Export Co.

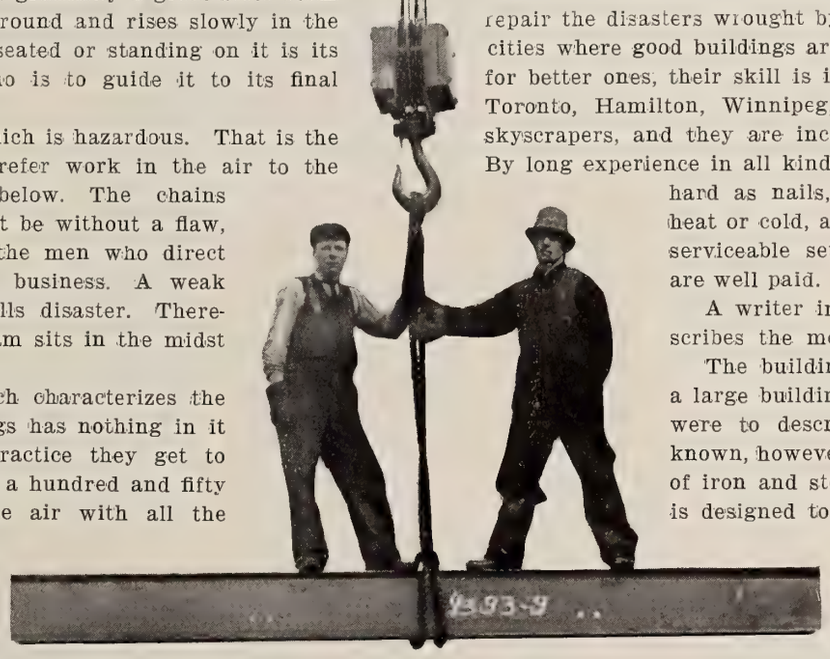
CONSTRUCTING A SKYSCRAPER

High Buildings with Their Steel Construction Have Developed a Class of Work Which has Many Picturesque Features. Among These is the Men Whose Calling Requires Them to Work in the Air and Laugh at Danger.

LESS picturesque than the aeronauts who cross the English Channel in monoplanes and biplanes, but much more practical, are the workers in the air who put together the steel skeletons of high buildings, which have now become common objects of wonder to the people below. Skyscrapers are a feature of our industrial development which have brought into existence the most fearless body of all workmen. The calling is one that requires iron nerves and clear heads. The man who errs on either side does not have a chance to profit by his experience. Structural steel construction is no child's play.

A whistle blows, the disreputable little donkey-engine chugs as if it would burst its lungs, the big crane creaks and strains with its load, and gradually a great steel beam shakes itself free from the ground and rises slowly in the air. Not alone, though, for seated or standing on it is its human freight, the man who is to guide it to its final resting-place.

There is joy in a work which is hazardous. That is the fascination for those who prefer work in the air to the commonplace jobs down below. The chains which encircle the steel must be without a flaw, the crane must be perfect, the men who direct the work must know their business. A weak link in any department spells disaster. Therefor the man who rides a beam sits in the midst of danger.



Yet the fearlessness which characterizes the men who build high buildings has nothing in it of recklessness. By long practice they get to walk a narrow band of steel a hundred and fifty or two hundred feet in the air with all the assurance with which an ordinary man would cross a bridge. They ride a beam to its place on high without hesitation, they cling to an upright with a scanty foothold while a piece of steel is being guided to its position, and they link it there with iron pins. But they do none of these things out of bravado. They do them because they are necessary, and assuming that no mistake will take place they go about their work as if it were the one object in life for them. And dangerous as the work undoubtedly is, it is noticeable that the fatal accidents resulting from it are not many. Where a false step, a moment of giddiness or a broken chain would spell instant death, there must always be fatalities. but for the most part men in structural work do not make a false step, do not become giddy, and chains are tested. Carelessness or recklessness have no place on the skyscraper. It requires a skilled mechanic to set in place the great beams and girders which form the high steel cages that are later to be surrounded with walls of stone, concrete or brick.

They know no home, the construction men. Wherever there is a big building or a lofty bridge to be erected, there they are to be found. In the United States they are like birds of prey; they flock to the city of disaster. They follow the devastations of earthquake and fire, but their work is constructive, not destructive; they set to work to repair the disasters wrought by the elements. In the older cities where good buildings are pulled down to make place for better ones, their skill is in steady demand. Montreal, Toronto, Hamilton, Winnipeg, Vancouver, all have their skyscrapers, and they are increasing in number and size. By long experience in all kinds of weather they become as hard as nails, immune to the excesses of heat or cold, and generally a hardy, handy, serviceable set. For their work the men are well paid.

A writer in the *American Exporter* describes the method of construction:

The building of a structural frame for a large building is a story by itself, if one were to describe it step by step. Be it known, however, that every important piece of iron and steel that comes from the mill is designed to take a certain place on the big building to which it is sent. The engineers' specifications cover every size of structural shape, as this ordered material is called. There are standard sizes used on smaller structures, but when great buildings are to be erected great weights must be supported and foundation conditions must be taken into consideration. Then, too, the architect of a great structure gives play to his originality, and accordingly new shapes must be bent at the mills and intricate weavings of the great steel girders must ensue.

So the pieces of steel, some of them girders or beams weighing four tons, are sent from the mills and grouped at the foundation of the building. The assembling of the first several storeys is an easy task, but when the building reaches the fifteenth storey there is men's work to be done. Telephone wires are stretched as fast as the structure goes



"Gradually a great steel beam shakes itself free from the ground and rises slowly in the air. Not alone, though, for seated or standing on it is its human freight."

up, and follow each storey closely. Here young engineers are stationed—men just out of college apprenticed to the higher lines of the skyscraper construction craft—and as the beams are required they are called for over, or, better, down, the wire. A hoisting engine sets up its rumbling, or an electric hoist is heard to hiss over the ever-present clatter of the pneumatic riveters,



"As soon as it is rested, then come the riveters."

and a massive chain slides downward to the ground. The selected beam is secured to the chain, an agile "guide" scrambles aboard the girder to "steer" it as the power is reversed again on the hoisting apparatus, and up, up, up goes the big piece of steel, with the guide nonchalantly perched upon it watching against it swinging out of its course.

Once at the top there is some manœuvring to do. The huge piece of material must be swung exactly into the place designed for it. It must drop into a slot perhaps but a fraction of an inch over its own width, and there are signals from the guide and the men waiting to receive it. For a moment it hovers over the allotted place it was planned by the engineers to go—and planned perhaps a year before—and then it slides in as softly as a slowly-driven pool ball seeks the corner pocket of the table.

Sometimes, and that rarely, it slips in the chain, and then it is only a question of height as to whether the guide dies from loss of breath in descending or is converted into a gruesome pile at the bottom—and look out below! because a girder of some three or four tons can cause no little havoc to anything in its path when it falls. The effects of a falling girder when it drops thirty storeys bring to mind a combination of earthquake and tornado. It should be said, however, that falling girders are a rarity, as modern engineering skill, combined with accurately-working machinery and strongly-forged chains, have made the hoisting part of the structural work a comparatively safe operation.

To go back to the safely-placed girder. As soon as it is rested and temporarily secured by blocking or by the insertion of steel pins through the connective rivet holes, then come the riveters. Clattering, hammering affairs are these, delivering several strokes a second. Below or near-by are placed glowing furnaces, not unlike a blacksmith's forge, at which the grimy rivet heaters toil. It is the rivet heater's duty to furnish the white-hot pieces of steel that form the rivets. He is, of course, on a substantial footing of a completed section, and some distance away from the riveter's place of danger. With tongs the heater selects a rivet when it is wanted and tosses it towards the riveter's helper, who in turn catches it in a keg, from which it is quickly transferred to the rivet hole, and the pneumatic hammer is applied. A clatter and clang, and the beam is riveted on each side, and again the tossing, catching and riveting is repeated.

That, briefly, is the story of the structural men's



"There is joy in a work that is hazardous."

work on the big buildings, except that as they go higher there is a longer journey for the girder and a more precarious place for the worker. The weather does not interfere with these hardy men, nor does the hour of the day or night count with them. On many large structures there are day and night shifts, and the work goes on in the dead of winter the same as in the height of summer. On the big Liberty tower in lower New York men worked in zero weather a few months ago, and with the thermometer in the 90's, with the sun rays reflecting from the scorching metal, they have worked in the upbuilding of vast structures.

The steelworkers, trained to face danger as they are, have their human side, too. Many of them go to work on a Monday with more or less trepidation. "Blue" Monday" they call it, because so many are killed on that day of the week. The men blame it on luck, at least the outspoken ones do, while the others shrug their shoulders and say nothing, except that they do not like Mondays. The employers throw the blame, not on Mondays, but on the previous "day off." Be that at it may, it seems that there are more fatalities on Monday than on any other day of the week. A still more human side of the steel worker is that revealed in the story of him who was eating his noonday repast while sitting on a girder with his feet dangling into space twenty-four storeys up, who in replying to a query from a companion declared that he never rode in automobiles because he considered them too dangerous!

Meanwhile the march of progress carries the skyscraper higher and higher. Storey after storey is added to the buildings which become the landmarks of every big city. Where it will stop, no man may say. Backward and forward across the continent the competition for supremacy goes. Now Montreal, now Toronto, and again Vancouver, holds first place, while the cities of the United States, with their buildings running up to forty-five storeys in height, show what is yet in store for us. So long as this continues, and there is no reason to believe it will cease, the structural steel industry will retain its interest.

THE INSURANCE ACT OF CANADA

E. P. Heaton
Manager Insurance Department C. M. A.

THE end has at last been reached of the prolonged fight in the House of Commons and the Senate in respect of the provisions of this Act. For two consecutive sessions it occupied a prominent place in the consideration of the Banking and Commerce Committee of the House of Commons, but at the commencement of the present session the scene of activity was transferred to a similar Committee of the Senate.

With most commendable thoroughness and patience the Senate Committee heard numerous deputations, considered every one of its 188 clauses, and applied thereto keen business acumen, and well considered judgment both in respect of present conditions and future requirements. The people of the Dominion owe much to the painstaking care exercised by the Committee of which Senator Gibson, of Beamsville, is Chairman, and it may be safely said that the Act as it left the Senate Committee came as nearly satisfying the various conflicting interests as should be reasonably looked for where such diametrically opposite views were sought to be reconciled and safeguarded.

The Act is divided into seven separate and distinct sections, apart from the interpretation clauses, but we may at once dismiss consideration of Part 2 "Life Insurance," Part 4 "Insurance other than Life or Fire," Part 5 "Provisions Applicable to Companies Incorporated by the Dominion of Canada," Part 6 "Penalties for Offences not Otherwise Provided for," and Part 7 "Acts Repealed."

We have left, therefore, Parts 1 and 3, and I purpose referring more fully to these two because the members of the Canadian Manufacturers Association are chiefly interested in information regarding Part 3 "Fire Insurance" and Part 1, which is a general section dealing with Licenses, Deposits, Administration and Penalties; but the latter will only be considered in so far as it contains provisions bearing upon the section devoted to "Fire Insurance" (Part 3). Further dissection may be admissable inasmuch as interest does not centre around the licensing of Companies, the deposits they shall make, the way they shall invest their assets, or how they shall compute and provide for the liabilities. We had no quarrel with the Companies over these various provisions, and as they are largely, if not entirely, of local interest, we need not take time to explain or discuss clauses which so eminently pertain to themselves.

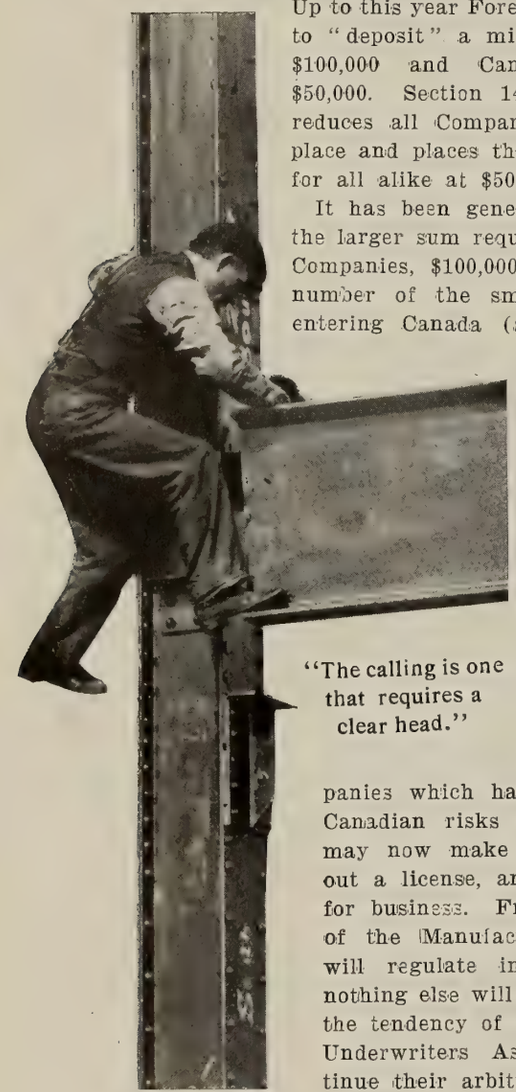
In passing, however, it is appropriate we should refer to one important change which was allowed to go through at the last moment, and which may have a much more far-reaching effect than its sponsors calculated.

From the very inception of insurance legislation pre-



CONSTRUCTING A SKYSCRAPER.
"Once at the top there is some manoeuvring to do. The huge piece of material must be swung exactly into the place designed for it."

ference has been given to Canadian Companies in the amount of the "Deposit" necessary to be placed with the Receiver-General ere a license could be issued. Up to this year Foreign Companies had to "deposit" a minimum amount of $100,000 and Canadian Companies $50,000. Section 14 of the new Act reduces all Companies to a common place and places the amount required for all alike at $50,000.



"The calling is one that requires a clear head."

It has been generally thought that the larger sum required from Foreign Companies, $100,000, has prevented a number of the smaller offices from entering Canada (although this was not the reason stated by the Finance Minister for the alteration) and it is quite likely that we may now look for a change in this respect. We hope it may be found to work out that way, and that a number of Companies which have been accepting Canadian risks without a license may now make the deposit, take out a license, and openly compete for business. From the viewpoint of the Manufacturer, competition will regulate insurance rates as nothing else will and hold in check the tendency of the Canadian Fire Underwriters Association to continue their arbitrary actions. The change in the amount of the Deposit from Foreign Companies is, therefore, cordially welcomed.

Attitude of the Association in Respect of Unregistered Insurance.

It will be remembered by those members of the Association who attended the Annual Convention at Hamilton in September, 1909, that the subject of permitting owners to insure property in Companies unlicensed to do business in Canada was there fully discussed. At that time a movement was being inaugurated by the licensed Insurance Companies throughout Canada (which had formed themselves into an Association called the "All-Canada Fire Insurance Federation") to make such class of insurance absolutely prohibited, and it will be appropriate to quote the Resoluton that was passed on that occasion, *viz.*:

Whereas the Dominion Insurance Act, as passed by the Canadian House of Commons at the last session of Parliament, contained a clause providing for the furnishing of a return, and the payment of a tax on all insurance placed with Companies not registered in Canada;

And whereas, this is being followed by a movement on the part of the Insurance Companies forming the Canadian Fire Underwriters Association to have Legislation enacted which will make it impossible for the insured in Canada to place insurance in unregistered Companies;

And whereas, such legislation would prohibit the use by Canadian insurers of insurance by mutual and reciprocal underwriters, a class of insurance which for nearly half a century has rendered a unique service to the insured and to the country, both by thorough inspection and consequent low price, and, moreover, such mutual and reciprocal insurance cannot be obtained in Canada, nor is it practicable under the present Dominion Insurance Act to organize companies which might supply it;

And whereas such legislation would also prohibit the right of contract with other Insurance Companies and associations outside of Canada, which accept insurance under conditions and advantages that cannot be obtained from Companies registered in Canada—a class of insurance also largely used in Canada, and which, moreover, offers the only safeguard against exorbitant rates;

Therefore be it resolved, that the Canadian Manufacturers Association, while recognizing always the principle of protection for Canadian industries and institutions, places itself on record as strongly opposed, under present circumstances and conditions, to any legislation which would impair or prohibit the continued use by Companies of the valuable service rendered by such unregistered Companies.

The main question, therefore, that interested our Association in its representations to the Senate Committee was to endeavor to secure legislation along the lines expressed in the aforesaid resolution, and it is with unusual pleasure we



"They cling to an upright with a scanty oothold, while a piece of steel is being guided to its position."

are able to record that complete success attended our efforts. In a fight almost unparalleled in the history of the Dominion, both for its extent and acuteness, we obtained the full

and complete right for the manufacturers to insure where and how they pleased, unhampered by technical or annoying restrictions and free from the tax which it was sought to impose. It will simplify matters very much if we now quote the sections of the Act bearing upon this important question. The first two, *viz.*, Sections Nos. 4 and 70, are taken from Part 1, and Section No. 139 is taken from Part 3.

Provisions re Insurance in Unlicensed Companies.

4. In Canada, except as otherwise provided by this Act, no company or underwriters or other person shall solicit or accept any risk, or issue or deliver any receipt or policy of . . . insurance, or grant any annuity on a life or lives, or collect or receive any premium, or inspect any risk, or adjust any loss, or carry on any business of insurance, or prosecute or maintain any suit, action or proceeding, or file any claim in insolvency relating to such business, unless it be done by or on behalf of a company or underwriters holding a license from the Minister.

70. Every person who:— (*a*) In Canada, for or on behalf of any individual, underwriter or underwriters, or any insurance company not possessed of a license provided by this Act in that behalf and still in force, solicits or accepts any risk, or grants any annuity or advertises for, or carries on any business of insurances, or prosecutes or maintains any suit, action or proceeding, or files any claim in insolvency relating to such insurance, or, acting as an insurance agent, receives directly or indirectly any remuneration from any British or foreign unlicensed insurance company or underwriters; or, except as provided for in section 139 of this Act, issues or delivers any receipt or policy of insurance, or collects or receives any premium, or inspects any risk, or adjusts any claim.

139. Notwithstanding anything in this Act contained, any person may insure any property or any property in which he has an insurable interest, situated in Canada, with any British or foreign unlicensed insurance company or underwriters, and may also insure with persons who reciprocally insure for protection only and not for profit; and any property insured or to be insured under the provisions of this section may be inspected and any loss incurred in respect thereof adjusted; provided such insurance is effected outside of Canada and without any solicitation whatsoever directly or indirectly on the part of such company, underwriters or persons by which or whom the insurance is made;

Provided further that no such Company, underwriters or persons shall, within Canada, advertise their business in any newspaper or other publication, or by circular made in Canada or elsewhere, or maintain any office or agency therein for receipt of applications or the transaction of any matter or thing relating in any way to their said business.

2. Every person so insuring property situated in Canada, shall make a return to the Superintendent giving the location and a brief description of the property insured, the amount of the insurance, and whether insured in Lloyds, or some other association, or in mutuals, reciprocal or other class of insurers, such return to be made by delivering or mailing it in a registered letter addressed to the Superintendent not later than the first day of March in each year for the year ending on the preceding thirty-first day of December.

3. Blank forms for such statements shall be supplied by the Superintendent.

4. Default in compliance with the requirements of paragraph 2 of this section by the insured shall subject him to a penalty of ten dollars for each day during which default continues, recoverable and applicable in the manner prescribed in subsection 2 of section 69 of this Act.

Under these various sections it is fully apparent that our manufacturers have the right to have their risks inspected with a view to insure in unregistered companies and to have such unregistered insurance effected, provided that on or before the 1st March of each year the return prescribed in Section No. 139 on the blank forms, which the Insurance Department at Ottawa will supply, be rendered to that Department.

The question, however, naturally arises: What part may others than the owners themselves take in effecting such unregistered insurance? and here we meet a problematical issue which will probably only be determined by application to the higher courts.

Clause No. 70 is more or less ambiguously worded, but we are advised that there is no question but that the owner can delegate to a third party the duty of placing unregistered insurance for him as his Agent, provided such Agent of the assured (or of the assurer) does not derive any direct or indirect remuneration from such unregistered Companies

It is also quite clear that the plans of the Insurance Department of the Association as originally laid down and as confirmed by the Executive Council of the Association are so drawn as to leave the Department absolutely free to serve the interests of the members in this direction, and in closing this article it is only necessary for us to say that we shall at all times be ready to render the best advice to the members of the Association in regard to this most important subject. The Department also invites correspondence from the members of the Association in respect of any matter of those features of the Act not particularly dealt with if further information is required.

CANADA'S SUITORS.

First France, then Germany, the United States, and now Italy: Canada has no lack of suitors, says the *Canadian Gazette*. Telegrams from Rome announce that in the Chamber on Monday Signor Luzzatti, the Prime Minister, replying to a question on the subject of the commercial negotiations with Canada,

> described the difficulties which had been encountered, but said he hoped that they would be disposed of on a basis of Italy's being accorded treatment equal to that enjoyed by France and the United States, a settlement which was also in the interest of Canada. The Italian Government might threaten retaliation by placing a prohibitive duty on dried fish, but Signor Luzzatti earnestly hoped that a settlement would be reached without resort to threats. If this hope was not realized Italy would join with Germany and Belgium, with which countries she had identical interests in regard to Canada. In conclusion the Prime Minister said that the Italian representatives would leave as soon as a prompt and satisfactory settlement was in sight.

Italy is not one of the countries with which Canada has a most-favored-nation arrangement, and the arrangements with both Belgium and Germany were abrogated when Lord Salisbury denounced the Zollverein and Belgian treaties in 1897. The *Manchester Guardian*, by the headline it gives to the foregoing Rome message, suggests a new European "triple alliance" against Canada. We do not doubt that Mr. Fielding and Signor Luzzatti will find a way out of the difficulty to the mutual advantage of both countries. But the situation is another reminder of the inconveniences of the most-favored-nation arrangement as a whole. And, as we asked the other day, has not the time come for Canada to consider whether she will not do without it?

OUR TARIFF POLICY TOWARDS UNITED STATES

By Mr. G. M. Murray, Secretary C.M.A.

Canada's industries have grown to their present state under the tariff which now exists. Before this is radically changed a close investigation should be made into the basis on which our national prosperity rests.

[In the following article Mr. G. M. Murray opens a discussion on the United States proposals for a tariff convention between the two countries. Negotiations, the ultimate aim of which is a greater or less measure of Reciprocity, must be entered upon only with a thorough knowledge of the effect which such a result would have on all interests in Canada. The opinions expressed do not necessarily represent the Association's attitude on the question. They are offered merely as a basis for a close consideration and full discussion.]

THE proposed reciprocity negotiations between the United States and Canada have been so widely discussed that a statement of the case from the manufacturer's viewpoint may not prove uninteresting or uninstructive.

To begin with, it may not be amiss to recall briefly the events that have led up to the present agitation for what our friends to the South are pleased to refer to as Reciprocity. It is a well-known fact that prior to the last Presidential election the Republican party, in deference to public sentiment, were forced to pledge themselves to a policy of tariff reform. That they did not fulfil their pledge in the manner at least that might fairly have been expected of them is now a matter of record. The Payne-Aldrich tariff recast the schedule of duties in many lines, but the average rate of duty it imposed was if anything higher than that which prevailed under the Dingley tariff. This in itself would have been sufficient to create dissension in the ranks of the Republican party, but when in addition it was found that the maximum tariff clause of the new Act was likely to increase the duties another 25 per cent. so far, at least, as Canada was concerned. thereby precipitating a tariff war with this country and jeopardizing an export trade of over $200,000,000 per annum, the dissension threatened to grow into open revolt.

Realizing that the application of the maximum clause under such circumstances would be a political mistake, the Administration were compelled to protect themselves in one of two ways—either by repealing the maximum clause of their own legislation, or by making terms with Canada. They accordingly requested our Government to make such concessions as would enable them to declare that Canada practised no discrimination against them.

The Recent Agreement.

It would be beside the question for us at this time to enter into any discussion of the details of the agreement under which the threatened tariff war was averted. There are those who would have preferred to see Canada stand firm and let things take their course. Strictly speaking, the advantages of the situation were all with us. The trade we stood in danger of losing was less than half of what the United States would have lost. Their purchases from us were mostly raw materials and natural products which they had to buy from us in any event, whereas a large part of our purchases from them might have been transferred with only some slight inconvenience to Great Britain. But while such a course might have gratified our national vanity and proved indirectly beneficial to the cause of Imperial trade, its immediate result would have been a serious dis-organization of business with attendant evils far-reaching in their effects. Manufacturers were not unduly critical of the Government's action in making some sacrifices in the interest of peace.

It was, of course, but natural for Mr. Taft, in accepting concessions which meant so much to the political party he represented, to hold out the hope that his Government would be prepared to reciprocate in a more substantial manner at an early date. Furthermore, it was good politics for him, in the situation in which he found himself, to endeavor to detract attention from the purely domestic tariff issue by announcing that negotiations would shortly be entered into with Canada looking to the adoption of a Reciprocity Treaty.

But there is a vast difference between trade negotiations as we understand them, and reciprocity negotiations as our friends the American politicians understand them. It is quite conceivable that the two countries might be drawn more closely together in matters of trade, that they might make concessions of a kind that would prove injurious to none and beneficial to all. But our past experience in dealing with American statesmen does not encourage the hope that Canada would have much to gain by opening up negotiations with them. Their tactics in our latest encounter were of a coercive character and there is a deep-rooted fear throughout the Dominion that the United States will approach the subject with a determination to get as much as possible without giving anything substantial in return. It is, perhaps, unfortunate that this suspicion should prevail, but it is nevertheless a fact which your Government cannot afford to ignore. We know to begin with that what the Americans desire is, first freedom of access to certain of our natural products, which we wish to conserve, and second, an outlet for their manufactured goods. As regards the latter, the competition they are capable of giving us, even under existing conditions, is keen enough to reduce profits to a minimum, so that we naturally view with apprehension the prospect of further negotiations with an adversary whose designs are so obvious and whose power is so great.

Canada is Prosperous.

If we understand the position of affairs correctly, the pending negotiations are not of Canada's seeking. Sentiment in this country is comparatively indifferent to the question of closer trade relations with the United States. In certain quarters there may be a desire for a working arrangement that would permit of the freer interchange of a limited range of commodities. But to-day Canadians as a whole are prosperous; being prosperous they feel more or less independent. They have awakened to a realization of the fact that they have a great and growing country, a country gifted with tremendous possibilities, and while they know that the balance of trade with the United States is heavily against them, while they recognize the conditions under which that trade is conducted are far from perfect, they are prone to console themselves with the reflection that business on the whole is fairly satisfactory, and that providing present conditions are not disturbed they are assured of a steady development

and continued prosperity. The need on our side, therefore, for a Reciprocity Treaty with the United States is not now apparent.

In this connection it may be in order to recall the fact that there were occasions when Canada felt constrained to go to the United States as a suppliant for reciprocity. Upon the termination of the Reciprocity Treaty in 1866 we found ourselves in an unfortunate position. We were a nation of farmers, of fishermen and of lumbermen. Rich in resources, we had an abundance of natural products to dispose of. We could not market these products at home because our manufacturing industries had not yet begun to develop, and the sudden closing of the United States markets against us was a blow which for the time being plunged us into the depths of depression. Our stock in trade of raw materials dropped in value to a fraction of what it had been during the continuance of the Treaty from 1854 to 1866. Little blame, therefore, to our statesmen that they tried again and again to save the situation by negotiating fresh treaties with the United States; little blame to them that they offered terms, the liberality of which would now fairly stagger us.

A Frigid Reception.

But what was the result? Their various overtures and the rejection of those overtures by the United States are now matters of record that have passed into history. The great Republic to the South of us had adopted a policy calculated to secure the maximum development of all her resources and all ner potentialities. Self-centred to a degree she was entering upon a period of unprecedented prosperity, and was in no mood to give heed to the appeal of a neighbor in distress. Fostered by a high protective tariff, her agriculture, her lumbering, her mining, her fishing and her manufacturing industries jumped ahead by leaps and bounds. And to her credit be it said in a comparatively short time she achieved the object she had in view. No other country has experienced a development so rapid, so substantial and so general in its scope; no other country is to-day equipped with such a varied line of specialized industries, backed by such gigantic aggregations of capital. The industrial policy of the United States has made her the most self-contained nation in the world, capable of supplying practically all the requirements of her own home market with a surplus of manufactured goods for sale abroad.

A Different Condition.

Little wonder, therefore, that the United States is ready for reciprocity. But Canada is not. Thrown upon our own resources, and cut off from the friendly intercourse of those who could best have helped us in our struggling infancy, we have gradually been working out our own destiny. The first important step in that direction was to link our thinly-scattered population together by developing the avenues of transportation from East to West. That policy we still continue with vigor and no one doubts its wisdom. Next we followed the example of the United States in providing ourselves with a protective tariff. We did not go to the same extremes of protection as they did, but we at least gave ourselves a tariff that encouraged the establishment and growth in this country of manufacturing enterprises whose working forces soon provided the farmer and the fisherman with a market to replace the one of which they had been so unexpectedly deprived. That policy in the main has also been pursued with reasonable vigor, not as a political issue, but as a principle of national business. Both political parties are learning more and more to appreciate the value of our industries, as evidenced by the fact that the Governments of Ontario and Quebec, though at variance in politics, are a unit in demanding that the pulp wood grown on crown lands shall be manufactured within the Dominion. It is in consequence of this policy of protection that our industries have grown to the point they have, for without it we would still, as in the fifties and sixties, be hewers of wood and drawers of water to the manufacturing centres of the United States. To-day we can boast of a standing industrial army that would have been scoffed at forty years ago as a vision of the imagination. Our factories and our workshops may still be dwarfs in comparison with the huge establishments of which the United States can boast, but their growth thus far is something we may well be proud of, something that gives promise of even greater results in the future if only we continue to give them the support they deserve.

Having attained this degree of prosperity and independence, having placed ourselves by the labor of years in a position where we can look forward to the future with confidence, are we by a single inconsiderate act to deny ourselves the enjoyment of that for which we have worked so hard? Are we to open our doors to those who spurned us in our time of trouble and invite them to help themselves to the trade that is our bread and butter? Are we at the very turning-point of our career to undo the labor of half a century in order to help in saving a political situation in another country?

The International Trade.

If Canada were enjoying something to which she was not entitled, if she were enjoying more than her fair share of international trade, the request for concessions with which we are now confronted would be quite comprehensible and quite natural. But what is the situation? Our imports from the United States for the fiscal year ending March 31st last were $237,693,773, as against exports to the United States for the same period of only $113,145,727, a balance in their favor of $124,548,046. For the ten-year period, 1900-1909, the balance in their favor reached the enormous total of $769,552,798. In comparison to population Canada last year purchased from the United States at the rate of $30 per head, whereas the United States purchased from Canada at the rate of a trifle over $1.25 per head. Of our sales to them, nearly 50 per cent. were raw materials which they had to have and which they graciously allowed to enter free of duty; the other 50 per cent. (with the exception of $1,700,000 of drugs and chemicals, $570,000 of machinery, $775,000 of whiskey, and a few miscellaneous articles of less importance) were also raw materials, but of a kind which entered into competition with home production and upon which they accordingly levied high rates of duty. Less than 3 per cent. of our exports to the United States were finished manufactured goods, while of their exports to us over 80 per cent. were of this class.

The following table is worthy of careful examination, illustrating the comparative rates of duty (Canadian and American) on the more important dutiable articles we buy from the United States from year to year:

IMPORTATIONS OF DUTIABLE MANUFACTURED ARTICLES FROM THE UNITED STATES VALUED IN EXCESS OF $100,000, DURING THE ELEVEN MONTHS ENDING FEBRUARY, 1910, WITH COMPARATIVE RATES OF DUTY.

Articles.	Canadian Rate.	U. S. Rate.
Books, Printed, n.o.p.	10%	25%
Brass, manufactures, n.o.p.	30%	45%
Cotton Fabrics, printed, dyed or colored	32½%	Specific Duties according to number of threads per sq. in., from 2c. per sq. yd. to 12½c. per sq. yd., but not less than 40%.
Cotton Clothing, n.o.p.	35%	50%
Electric Apparatus, n.o.p., batteries, telegraph and telephone instruments, motor, generators and dynamos	27½%	45%
Furniture	30%	35% to 45%
Ploughs	20%	15%
Parts of Agricultural Implements	17½% to 20%	45%

Articles.	Canadian Rate.	U. S. Rate.
Bar Iron or Steel, rolled, n.o.p.	$7.00 per ton.	$6.00 to $12.00 per ton.
Gasoline Engines	27%	45%
Pig Iron	$2.50 per ton.	$2.50 per ton.
Automobiles and Motor Vehicles	35%	45%
Portable Engines with boiler in combination and traction engines for farm purposes	20%	Steam, 30% Gas and Gasoline, 45%
Threshing Machine Separators.	20%	15%
Typewriters	25%	30%
Machinery, n.o.p.	27½%	45%
Steel Railway Rails	$7.00 per ton.	$3.50 per ton.
Angles and other rolled shapes of iron or steel less than 35 lbs. per lineal yard	$7.00 per ton.	$8.00 per ton.
Angles and rolled shapes of iron or steel, 35 lbs. or over per lineal yard	$3.00 per ton.	$8.00 per ton.
Rolled iron or steel sheets, 14 gauge and thinner, n.o.p.	5%	$10.00 to $18.00 per ton.
Galvanized sheet iron or steel.	5%	$14.00 to $22.00 per ton.
Skelp iron or steel for manufacture of pipe	5%	$10.00 to $12.00 per ton.
Wrought iron or steel tubing over 4 inches in diameter	Free to 15%	$20.00 per ton.
Manufactures of iron or steel, n.o.p.	30%	45%
Jewellery, n.o.p.	35%	60% to 85%
Boots, shoes, slippers and insoles, leather	25% to 35%	10% to 15%
Lamps, side lights, head lights, lanterns and chandeliers	30%	China, decorated.....60% China, not decorated..55% Glass, decorated.....60% Glass, blown.....45% Metal 45%
Petroleum, distilled, purified or refined	2½c. per Imperial Gal.	Free.
Paper, manufactures, n.o.p.	35%	5c. per lb. & 30%, also 35%
Paper of all kinds, n.o.p.	25%	5c. per lb. & 15%, also 35%
Bacon and Hams	2c. per lb.	4c. per lb.
Pork, barreled, in brine	2c. per lb.	25%
Watch Actions and Movements.	12½%	7 jewel movements at 70c. each to $3.00 each, and 25% for movements having more than 17 jewels each.

Clearly there is room in the light of the above for a treaty of reciprocity in the true sense of the word; but if the tariff conditions as between the two countries are to be made reciprocal, if they are to be brought to anything like an even basis, it is apparent that the concessions will have to be almost wholly on the side of the United States, and knowing as we do from experience the disinclination of American statesmen to give where they have not received, we cannot but view their overtures with a certain amount of suspicion. Therefore, it is essential that in considering any propositions that are made for reciprocity, Canada should exercise the utmost care, in order that the exact bearing of each request on existing Canadian industries may be fully investigated.

What is Equality.

In this connection a word of caution is in order. Reference is frequently made in the press to the desirability of an arrangement whereby Canadian manufacturing industries would be placed on a basis where they could compete with similar industries in the United States on even terms. To this no objections would be offered, provided the existing Canadian tariff were not disturbed. In other words, if the United States were to lower its schedule of customs duties to a level with the duties now imposed by this country, we would be pleased to have them do so. It would help to promote good feeling; but as a trade concession it would be of very little value to the majority of Canadian manufacturers. Those whose product is what might be described as semi-manufactured, that is to say, which goes from one factory to another there to be utilized in further processes of manufacture, might derive some advantage, providing always they were able to quote as low a price delivered in the United States as their competitors in that country. But one only needs to imagine the efforts of the Canadian manufacturer of some finished article trying to market his wares in the United States to appreciate the disabilities under which he would have to labor in competing for trade across the border.

Canadian Producer is Handicapped.

To begin with he is handicapped by the fact that the average American is strongly prejudiced in favor of home-made goods. By nature he is extremely patriotic, almost boastfully so, and he delights to proclaim the superiority of domestic over foreign goods on any and every occasion. His natural inclinations in this direction are strengthened by the accumulated force of years of magazine advertising. He is more or less familiar by name at least with all standard lines of American goods, but Canadian goods are to him an unknown quantity to be shunned at any price. Nor can the Canadian manufacturer overcome this difficulty by himself going in for magazine advertising, because of the fact that the mediums he would have to use in common with the United States competitors circulate almost entirely among a people to whom he can obtain access only upon the payment of duty, whereas the absence of such duty in the case of his competitors makes the circulation much more valuable.

Next he is embarrassed by the fact that he has to import from the United States materials and parts entering into his product. Through the draw-back provisions he is helped to some small extent in meeting competition across the border, but the necessity of paying freight on materials into this country and then back again heightens his cost of production over that of his American competitor, who obtains these materials at his very door.

Again he has a small population with diverse tastes to cater to; he must consequently make a varied line, so that he cannot specialize to the same extent as the manufacturer across the border.

Last, but by no means least, he is seriously embarrassed by the lack of facilities in the United States for transacting customs business. Whereas we in Canada have considered the convenience of the business public and made things easy for the importer by establishing a port of entry in practically every place of any account from one end of the country to the other, the only ports of entry in the United States are on the frontier. The duty collectable on goods entering that country must be paid at the border, as a result of which annoying delays are likely to arise, to say nothing of the extra trouble and expense devolving upon the Canadian exporter.

The above illustration will make it clear that reciprocity with the United States upon the basis of our present Canadian tariff would to the majority of our industries be of little value. There are, of course, exceptions, perhaps notable ones, but generally speaking it will be found that this statement is correct.

Now, if it is true that a reciprocity treaty that would bring the United States Tariff down to the level of what ours is now would be of little or no value to us, what can be said of the proposal to make concession for concession? Is it not apparent, for example, that the reduction of the Canadian rate on a certain article from 20 to 15 per cent. in return for a reduction of the United States rate on the same article from 40 to 35 per cent. would not only be no advantage from our point of view, but a positive disadvantage? There are a number of lines highly dutiable under the United States tariff upon which they might well afford to give Canada free entry for all the advantage we would be able to take of it, yet the concession on our part of even 5 per cent. off regular rates would be little short of disastrous.

The acceptance of any such proposal as this would be a great hardship to established industries, in many cases probably proving altogether ruinous. One of the avowed purposes of our tariff is to equalize conditions of production, to add to the cost of the foreign article so as to off-set its advantages of cheaper materials and larger turn-over, and in many cases cheaper labor. In any trade negotiations with the

United States it is important to bear this fact in mind, remembering always that it is unsafe for Canada to proceed with the plan of making concession for concession.

Stability of tariff is a desirable business condition. No doubt some individual hardships have been suffered through the disinclination of the Government to make changes in the schedule. Yet as a result of this consistency in the past much foreign capital has come into the country and prosperity has been wide-spread.

Loosening the Grip.

But during the past year or two this policy has to some extent been deviated from. First, it was the French Treaty with its automatic extensions to some fourteen other countries; next it was the removal of the German surtax, coupled with the report that the negotiation of a treaty with Germany was among the possibilities of the near future. Next it was concessions to the United States in order to buy them off from applying their maximum tariff against us. All of these have exercised a more or less disturbing influence, not so much for the actual changes they brought about as from the fears to which they gave rise that further changes might be expected to follow.

If these fears are now to be confirmed by the negotiation of a treaty with the United States, and the automatic application of any concessions we might make therein to all the foreign countries enjoying favored nation treatment with us, not only may the effect on established industries be most far-reaching, but the reputation Canada will thereby acquire for vacillation in matters of trade will probably be such as to discourage for years to come the investment of that foreign capital of which we stand so much in need. Already there are numerous instances on record of negotiations, looking to the establishment of manufacturing enterprises in Canada, being broken off pending the outcome of the approaching conference, and should that conference result in any material lowering of the Canadian tariff, it may be taken as an accepted fact that not only will the flow of American capital into this country be checked, but the American capital already invested here may find it advantageous to withdraw. The average of our tariff is now pared down to the lowest notch consistent with safety. It is only the healthy demand consequent upon world-wide prosperity that enables Canadian manufacturers to progress. Reduce the average of protection, and the result cannot but prove fatal to many lines of industry.

Meanwhile what of British preference? What of our professed desire to shape our tariff policy along lines that will promote the development of trade within the Empire? An examination of the trade and navigation returns throws some interesting light upon the results that have thus far attended our efforts.

For the ten-year period, 1900-1909, our exports to Great Britain represented 51 per cent. of our total exportation; to the United States they were only 36 per cent. The Mother Country is thus by far our best customer. But what of our import trade? For the same period our imports from Great Britain were only 24 per cent. of our total importations; from the United States they were 61 per cent. Notwithstanding the fact that the Mother Country is our best customer and notwithstanding the further fact that we accord her goods a preference of 33 1-3 per cent., our purchases from her amount to only two-fifths of what we purchase from the United States.

The average tariff rates on all goods entered for consumption, dutiable and free, may be summarized as follows:

From all countries	16.11%
From all countries, except Great Britain	15.21%
From Great Britain	19.20%
From United States	12.51%

The average tariff rates on dutiable goods alone entered for consumption show the following results:

From all countries	27.46%
From all countries, except Great Britain	28.18%
From Great Britain	25.75%
From United States	24.86%

Figures such as these may well give cause for sober reflection. Our tariff should be primarily framed for Canadian interests (for, after all, the home market is our most valuable market), and under any and all circumstances Canada's minimum tariff should afford adequate protection to all Canadian producers. Beyond this general approval is given the principle of giving a substantial preference to the Mother Country as well as to any other part of the Empire with which reciprocal preferential agreements can be made.

But it is apparent from the above figures that Canada's efforts are not meeting with the success that might reasonably be expected. In the face of this, are we to aggravate the situation by making it still easier for the United States to out-do the Mother Country in supplying our requirements? Is our preference to be a real preference or only a sham one? If it is to be a reality, then we must admit the necessity of conceding something substantial to the Mother Country, over and above any concessions we may make to the United States. In that event there will immediately arise a fresh source of danger, for the minimum tariff may then cease to afford adequate protection to established Canadian enterprises.

In conclusion, it should be remembered that the present political situation in the United States indicates that that country's tariff will shortly be lowered in any event. If that be the case, it is only right to ask ourselves why we should pay for something which we are likely to get without having to make concessions in return, and which we ought, in all fairness, to have had long ago. The advantages of the situation are all with us. By letting things remain as they are we have every assurance that our country will continue to develop and to prosper; yet one false step in the negotiation of a trade treaty with the United States might prove to be our undoing. Wisdom and prudence alike, then, suggest that we take the amplest time to consult all interests fully and freely before we make a change, the ultimate outcome of which is at best problematical.



From the *Montreal Star*.

A WEALTH OF OPPORTUNITIES

Port Arthur, the city at the head of lake navigation, has been blessed by Providence with natural advantages which ensure its future greatness. Some of its excellences:

SITTING at the head of the Great Lakes is Port Arthur, commanding the fertile wheatlands of all the Canadian West and taking her toll of the mighty stream of commerce which flows continuously during the period of navigation eastward and westward with ever-increasing volume. Port Arthur is one of those vantage points to which Nature seems to have been particularly kind. With the advantage of a deep-water course from the sea, she is beyond the reach of railway charges. The freight of the east must find its way to her docks, there to be transferred to the waiting cars of the western systems. Port Arthur will be the storekeeper of Canada.



"Few cities have such natural advantages for manufacturing as Port Arthur—an admirable harbor where raw products can be brought in at the minimum cost."

To get a proper or even an approximate appreciation of the strength of Port Arthur's geographical position it is necessary to unroll a map of Canada and to study its producing areas, its routes and its distances. West of her lie the prairies whose capacity for wheat production is yet unmeasured. A quarter of a million settlers take up new homes in that great area annually and yet no growing pains affect its prosperity. The producing and consuming power of the country west of Port Arthur doubles almost as the tale is being told.

To the east in the older provinces, in Europe and in the manufacturing States of the Union, lie the countries which supply that West with its manufactured goods, its clothes, its furniture, and its farm implements. There are the workshops.

The Connecting Link.

Connecting these two parts, the producers and consumers, consumers and producers, is the fine system of waterways consisting of the St. Lawrence, the Great Lakes and their linking rivers. Annually more than twice as much tonnage passes through the Detroit river as through the famous Suez Canal. Canada is a country of magnificent distances. It is 1,694 miles from Halifax to Port Arthur and a boat drawing fourteen feet of water can steam from one city to the other without breaking bulk. Recollecting what it costs to ship goods a thousand miles by rail we catch the importance of that fact.

As a Manufacturing City Port Arthur has much to Commend It.

Raw material can be laid down there at the minimum cost, owing to the fact that from this point the bulk of the grain of the Northwest is shipped east by water, and therefore very low freight charges are in force from eastern points here.

It is the lake terminal of the Canadian Northern Railway, of the main line of the Canadian Pacific, and with railway connection to the Grand Trunk Pacific. Freight rates from Port Arthur, even as they stand at the present moment, are of special interest, as the distance to the eastern market is entirely eliminated by advantageous freight rates. This is the last point at which soft coal, for instance, can be purchased at anything like the price of $3.50 a ton. While it is at the entrance to the western market the cost of living is still on a moderate basis, and as manufacturing increases in Port Arthur this essential feature will be even still better by a large influx of workmen, and the whole labor situation

is being given special attention by the city so as to reduce the cost of living as much as possible.

Government by the People.

The civic aspect of a city has become so prominent of late that Port Arthur here holds a special advantage. The city applied at the last session of the Legislature for power to appoint a commission of three to manage the civic affairs. This was such a drastic move that the Legislature deemed it necessary to hold the matter over until the next session, but in the meantime the control of the Water Works, Electric Power, Electric Light, and Telephone have been placed in the hands of a Utility Manager, who is, of course, responsible to the Council, but who, with the backing of the Council, is thus enabled to facilitate very materially the handling of the the City's business.

Port Arthur owns her own Electric Light, Telephone, Water Works, Street Railway, Electric Power, and is now installing Gas Mains, as they expect a Gas Plant to be erected very shortly, and the business section of the city is this season being permanently paved.

Various enthusiastic bodies, *viz.*, the Industrial Committee, the Board of Trade, under its competent President, Mr. F. S. Wiley, and the Commercial Club, all work for the advancement of the City. Moreover, the attitude of the Corporation towards manufacturers is a very special feature. It is prepared to consider granting an absolutely free building site, exemption from taxation, save school and local improvement, for a period of years, and a further attractive proposition is put before interested parties.

Large resources of iron ore exist in the vicinity. The Blast Furnace of the Atikokan Iron Co. is now in operation, and has during the past winter largely increased its capacity, and the development of this into finished products required for the market both of the Northwest and eastern part of Canada is bound to enhance the development of the city very materially.

Cheap Power.

An essential feature of manufacturing at the present day, *viz.*, electric power, is assured to Port Arthur at a low cost. Over 145,000 H.P. is available within reach of the city. At the present time two developments are supplying power for industries, light and trolley cars, but almost any quantity can be supplied within a very short time when desired.

To put it in brief, the advantages of Port Arthur are as follows: Its geographical location in the centre of Canada, at the head of navigation, and at the entrance to the western market; its consequent favorable freight rates; its cheap electric power and soft coal; the high tone of civic government predominating, with the co-operation of the Board of Trade and the Commercial Club, and the liberal attitude of the Corporation towards manufacturers.

Port Arthur has besides manufacturing advantages, a very special feature in its residential district. The City rises gradually from the shores of Thunder Bay, and back of the commercial and manufacturing district on the waterfront are scattered the homes of the citizens. Port Arthur enjoys all the elements which go to make up a big city.



"Port Arthur is the store-keeper of Canada. At its gates meet the two great streams of commerce—the grain of the west and the manufactures of the east."

COMPULSORY INSURANCE AGAINST SICKNESS.

A WORKMAN in Norway will be compelled to carry insurance against sickness, by a law passed in September, 1909, and to become operative in July, 1911. The obligation to be insured applies to all workpeople and other

employees of fifteen years of age and upwards occupied within the kingdom, whether in private or public service, except where the contract of labor or service "is by its nature, or by specific agreement, restricted to a period of less than six days." Persons are exempt who either alone or jointly with husband and wife have an income of over $330 in the country or $385 in a town, as also are those suffering from chronic disease requiring constant medical attention, and sailors on voyages which usually take more than ten days out and home.

The law provides for the establishment, in every township in the kingdom, of at least one public sick insurance office, for effecting the insurance of persons not already fulfilling their obligations through the agency of an existing communal or private (factory) Sick Fund recognized by the Government as complying with the legal standards as to the scale of sick benefits and the maintenance of the proper actuarial relation between that scale and the premiums charged.

The minimum benefits to be provided by the new public sick funds, or by funds recognized for the purposes of the law, are as follows: Free medical attendance, including, when necessary, the supply of surgical apparatus and the extraction of teeth (but not the supply of artificial teeth). When sickness is caused by an accident entailing compensation under the Accident Insurance Law, free medicine is also supplied. Where the sickness causes inability to work, a money-allowance is paid from the fourth day and continues for a period of twenty-six weeks, should the incapacity last so long. Burial money (not exceeding a given sum) is paid in the event of death. Free medical treatment must also be provided for a husband or wife supported by a member of a sick fund, as also for any child under fifteen years of age living at home.

The scale of the money-allowance during incapacity caused by sickness and the premium charged for insurance are based on the earnings of the insured person.

The amount of the sick pay must not exceed sixty per cent. of the average daily earnings as defined above; nor, when added to any benefit received from another sick fund, may it exceed ninety per cent. of the earnings of which the sick person was actually in receipt at the commencement of the illness.

Of the premiums payable in respect of insurance six-tenths are borne by the insured themselves, one-tenth by the employer, one-tenth by the local authority (commune or municipality), and two-tenths by the State. The combined shares of the premiums falling upon the insured and the employer are to be paid by the latter on the first Monday of each month, and the portion for which the insured person is liable is deducted from his or her wages on pay-day.

Every employer is required to give notice to the District Sick Fund of workpeople entering his service, unless he knows that such workpeople are fulfilling their obligation as to sick insurance through a recognized communal or private (factory) fund, and twice yearly he must give information as to such changes in wages as may involve the transfer of insured workpeople to another income or risk class.

Persons between the ages of fifteen and forty, not subject to compulsory insurance, may insure themselves voluntarily on production of a certificate of the medical office of the District Sick Fund, and provided the total income of such persons, together with the income of husband or wife, does not exceed $220 in the country, or $275 in a town, and that the value of their joint property does not exceed $1,950 in the country or $2,775 in a town. A person voluntarily insured does not receive sick pay until he has belonged to the fund for at least twelve weeks. He is required to pay his premiums in advance every four weeks, and, once a year, he must furnish the Sick Fund with details as to his income and property. Of the premium payable in respect of voluntary insurance the State defrays two-tenths and the local authority one-tenth, the remainder being borne by the insured person himself.



All Transcontinental Lines Enter Port Arthur.

MUST GIVE DESCRIPTION.

Australia Enforces Strict Regulations in Regard to Description of Imports.

EXPORTERS to Australia should give careful attention to the new regulations in regard to trade descriptions of goods sent to that market. According to law the new regulations should have gone into effect on April 1st. This date, however, has been extended to June 30th, after which a strict enforcement of the law will be made.

The amendments, with regard to the *application of the "trade description,"* are very important, the object being to make the regulations more effective in the direction of ensuring that, as far as possible, the intention of the Commerce Act—that the "trade description" shall be brought under the notice of the consumer, and afford him some protection against imposition—shall be given effect to. This intention should be kept in view when interpreting the clause.

The first important alteration is that, *wherever practicable*, the "trade description" shall be applied by label or brand directly to the *goods* themselves, and not as at present to either the goods or the coverings, at the option of the manufacturer. Where its application to the goods is impracticable the "trade description" is to be applied to the coverings.

A somewhat lenient view may, for the present, be taken in determining whether or not it would have been practicable to have applied a brand or label to the goods. In no case,

however, is it to be held to be practicable to do so if such would involve actual damage to the aricles.

The second alteration is that the "trade description" shall be applied in as *permanent* a manner as practicable. Generally speaking, any manner of application which will reasonably ensure the trade description reaching the consumer may be accepted. For example, stamping in chalk of the feet of socks, or labels stitched or "tacked," or securely stapled, to any article of apparel, would be accepted, but applications having no degree of permanency, *e.g.*, "pinned on" labels, would not be regarded as complying with requirements. Examples illustrating the above requirements are given below.

With regard to the additional requirements in the case of *food for infants*, no relaxation in the enforcement of the requirements need be made, as the principle of this Regulation has been enforced for some time. Where, however, a food coming under the clause bears, in lieu of the statement now prescribed, the words "suitable only for infants over the age of six months," such may, up to the end of the year, be accepted as complying with requirements.

The additional requirement regarding *piece goods* requires the statement of the *principal* fibres of which piece goods are made, and, when the goods contain any loading or weighting other than ordinary dressing, that the word "loaded" or "weighted" shall appear in the "trade description." The following is the Departmental definition of "ordinary dressing."

"An ordinary dressing is any dressing used to meet legitimate trade requirements. Anything in the nature of an adulteration, or used for the purpose of deceiving the purchaser or as to the quality, substance or nature of the goods will not be recognized as an ordinary dressing."

The heavy dressing of rice flour in some cheap Chinese silks, or of tin in certain of the English and Continental silks, would not be regarded as "ordinary dressings."

In the case of *boots and shoes*, the intention of the provision in the Regulation is to protect the consumer against the unwitting purchase of footwear containing cardboard, strawboard, compo. or the like, in the soles and heels. It is to be noted that the clause relates only to such boots and shoes (which latter term includes slippers and sandals) as are manufactured partly or wholly from *leather* or some imitation thereof. It does not apply to such lines as goloshes, gum boots, felt slippers, or any footwear of which leather—real or imitation—is not a *principal* material, though of course all these lines would require to bear the prescribed general "trade description."

The following will illustrate the requirements of this provision:—

A leather boot, manufactured in the United States of America, and having leather outsole, cardboard fillers, and composition insole, would require—

(*a*) To bear the trade description (applied in a prominent position and in a reasonably permanent manner, *e.g.*, a label sewn to the side lining, or a brand on the side lining or on the sole, inside or outside) "leather, cardboard filler, compo. insole, made in United States of America," and

(*b*) To have stamped on or impressed in outer surface of sole in a conspicious, legible and indelible manner, "leather, compo. and cardboard sole" (or "leather outsole, cardboard filler, and compo. insole").

It is to be noted that in cases where the soles are of solid leather without addition other than fillers of cork or waterproofed felt the stamping of the sole is not necessary.

With regard to *jewellery*, it may be pointed out that in future it will be necessary to state the quality of the article *in the trade description*, *e.g.*, "9 ct. gold" or "15 ct. gold" (not merely "gold"), "rolled gold," "gilt," "900 silver" (or "silver 900 fine" or "imitation jewellery," as the case may require. This is in addition to the stamping on the article.

The following examples are given as illustrating the operation of the Regulation in regard to "apparel" and "piece goods":—

Hats, shirts, collars, ties, blouses, corsets.—The prescribed marking is to be applied by brand, stitched, stapled or sewn label, or strongly adhesive label, to each article.

Gloves, stockings and socks.—Trade description to be applied to one of each pair. Gloves may be stamped inside wrist, but the marking on stockings must be on the outside. In the case of gloves, the material may be specifically named as "kid," "lamb," etc., or, in the case of gloves made from the skins of animals, the more general term "leather" may be used and will be accepted.

Fur necklets, etc.—Where it is not practicable without damage to the articles to stitch a label on, the "trade description" may be applied to a label securely tied to the goods.

Handkerchiefs.—These are imported in boxes and bundles. It has been decided that if the top handkerchief in the box or bundle bears a strongly adhesive or stitched label with the trade description, and the latter appears also on the coverings, such may be accepted.

Minor articles.—No "trade description" is to be required in regard to buttons, braids, tapes, or other minor articles for the manufacture of apparel.

Piece goods.—Calicoes, linens, etc., are usually stamped on the outside fold, and this method of marking will, in regard to light-colored materials, be sufficient. In the case of prints, woollens, etc., importers are requested to have the description applied to the tag commonly threaded to the centre of one end of the piece and bearing the invoice number, yards, etc. The description need not, as a rule, include the specific trade name of the material, as "serge," "tweed," etc. The following markings would be sufficient, provided, of course, they were true to fact:—

On tweed—"Wool" (or "wool and cotton" or "wool and other fibres") "made in England" (or simply "England").

On silks—"Silk or "loaded" or "weighted" silk)," "made in France" (or simply "France").

The term "piece goods" is interpreted as inclusive of all lines used in the manufacture of apparel, as dress goods, suitings, calicoes, linings, etc., and also of laces, ribbons, veilings, embroideries, nets, chiffons, beltings, etc., *in the piece*. In regard to the last-mentioned classes of goods, the Regulations are not to be too strictly enforced.

The following examples indicate what is required in regard to "*jewellery*":—

A 15 ct. gold brooch would require to bear the following trade description—

Marked on the card or tag.. "15 ct. gold, made in...."
Stamped on the article .. "15 ct."

A *hall-marked* silver chain—

Marked on the card or tag.. "Silver" (or "hall-marked silver"), "made in England."
Stamped on the article .. The British hall mark.

A silver chain *not* hall-marked of, say, 900 degrees of millesimal fineness—

Marked on the card or tag.. "Silver, 900, made in...."
Stamped on article.. .. "900."

A medal not composed of, nor covered with, gold, but colored to resemble such—

Marked on the card or tag.. "Imitation, made in...."
Stamped on the article .. "Imitation."

Note.—It has been decided that hat and millinery pins (other than gold or silver or rolled gold or gold cased) may be regarded as exempt from the requirements of the Regulations in regard to jewellery.

INSURANCE IN NEW ENGLAND MUTUALS

By Mr. E. P. Heaton,
Manager Insurance Department, C. M. A.

Many Canadian manufacturers are getting insurance at low cost from Mutual Fire Insurance Companies, whose first work is to prevent fires. An outline of their origin and methods.

IN a separate article in this issue, we have discussed the new Insurance Act and have indicated the various clauses therein dealing with and regulating the right of manufacturers to insure in unlicensed or unregistered Companies.

Throughout the three years' active fight in the House of Commons and in the Senate, the Association through its Insurance Department has primarily had in view the maintenance of the right of manufacturers now insured in the New England Mutual Companies to continue the same without interruption and unhampered by technical and annoying restrictions, and reference is made to the article already referred to for further information regarding this point.

It is generally accepted, even amongst the officials of the Stock Insurance Companies, that the New England Mutual Companies have performed a unique service to the manufacturers of this Continent. They were pioneers in the work of protecting risks by various devices with a view to reducing the fire waste and consequently minimizing the cost of fire insurance. For a period of nearly fifty years they led the way, and it is only within the last few years that the Stock Fire Insurance Companies through their Boards of Underwriters, or through other organizations, have attempted to organize on similar lines so that the competition of the New England Mutual Companies might be successfully met.

The Canadian manufacturers who are now insured in the New England Mutual Companies do not need to be told of the marvellous results that have attended the operations of those Companies. They have had practical, convincing testimony year after year to this effect. There is, however, a lack of knowledge on the part of the manufacturers who are not so insured concerning the history, objects and results of these Companies, and in this and a succeeding article in our next month's issue we think it desirable to place information before the members of the Canadian Manufacturers Association who are not insured in these Companies, so that a more perfect knowledge of their system may be obtained and considerable misapprehension removed.

The group of Companies commonly known as the New England Mutuals really consists of two separate and distinct groups, commonly known as the Senior and Junior Conferences. The Senior Conference is composed of the Companies organized between the years 1835 and 1887, the most of them however, being of the earlier rather than the latter period, and in this issue we shall not refer to any other than the Senior Group.

At the close of 1909 the Senior New England Companies had an aggregate amount at risk of over two billion dollars of insurance, and it will not be inappropriate to record the names of the Companies, the date of their respective organizations, and the amount of insurance held by each at the close of last year. The list is as follows:—

Company.	Organized.	Amount at Risk.
Boston Mfrs. Mutual Fire Ins. Co.....	1850	$303,000,000
Arkwright Mutual Fire Ins. Co.....	1860	244,000,000
State Mutual Fire Insurance Co.....	1855	198,000,000
Firemen's Mutual Fire Insurance Co.	1854	165,000,000
Rhode Island Mutual Fire Ins. Co....	1848	137,000,000
Blackstone Mutual Fire Ins. Co.....	1868	123,000,000
Manufacturers Mutual Fire Ins. Co..	1835	104,000,000
Worcester Mfrs. Mutual Ins. Co.....	1855	102,000,000
Fall River Mfrs. Mutual Ins. Co....	1870	93,000,000
Mechanics Mutual Fire Ins. Co.....	1871	72,000,000
Merchants Mutual Fire Ins. Co.	1874	64,000,000
xCotton & Woolen Mfrs. Mutual Ins. Co	1875	55,000,000
xRubber Mfrs. Mutual Ins. Co.....	1885	52,000,000
Enterprise Mutual Fire Ins. Co.....	1874	58,000,000
American Mutual Fire Ins. Co.....	1877	58,000,000
xWhat Cheer Mutual Fire Ins. Co....	1874	53,000,000
xPhiladelphia Mfrs. Mutual Fire Ins..	1880	47,000,000
xHope Mutual Fire Ins. Co.....	1875	50,000,000
Paper Mill Mutual Ins. Co.....	1887	26,000,000
Total		$2,004,000,000

Origin.

Nearly seventy-five years ago a New England manufacturer adopted the best known fire safeguards in his mill, asked for lower rates, and was refused. He then interested his associates in a plan of self-insurance, all agreeing to contribute in the loss of any one. Causes of fires and remedies were studied; care and self-interest made bad fires few and the net cost of insurance was much less than formerly. A Factory Mutual Company was formed and the plan extended. Soon other manufacturers formed Companies; the system grew, and the Companies co-operated in all common work. The foundation principle was fire prevention and insurance at cost; a system of self-insurance for manufacturers. It has continued on this foundation to the present time. The Companies are formed under State laws; all policy-holders are members and elect the Directors, who, except officers, must be insured manufacturers. There are no paid agents and no commissions are paid, each Company writing its own policies at the office of the company.

Methods.

To enter the Mutual System a manufacturer opens negotiations with one of the Associated Companies. This Company examines the risk, either directly or through the Joint Inspection Department of the Associated Companies, outlines in

xThese Companies are members of both the Senior and Junior Conferences.

detail what, if any, requirements are necessary, fixes the rate, and finally distributes the insurance to a part or all of the Companies, thus simplifying the dealings to the minimum.

Fire policies are written for a year, the amount being fixed at from 90 to 100 per cent. of the value of the plant above foundations. A gross premium is charged on this amount and on expiration a cash dividend is returned. This dividend is the total income of the Company for the year less the losses and expenses of the year. It is returned on each expiring policy in proportion to the premium originally paid, and is figured as a per cent. Thus the insurance is at actual cost.

Standards.

It is as well that the class or risks and the consideration governing the acceptance of risks by these Companies should also be referred to, and the following are general summaries of the conditions that are sought in all risks before acceptance by the Senior Group.

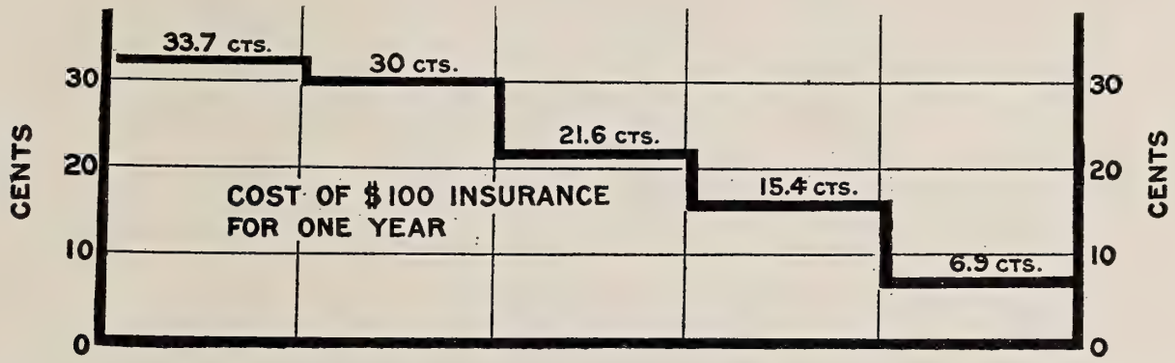
1. Manufacturing property not seriously exposed to fire in adjacent buildings or conflagration hazard.
2. Buildings mainly of brick, stone, or concrete, with reasonable subdivision by fire walls. Floors and roofs generally of plank and timber or concrete. Stairs, elevators, and belts cut off at floors, preferably in towers.
3. Processes safely arranged with special hazards properly safeguarded.
4. Cleanliness, good order and general spirit of care.
5. Sprinklers throughout, except where construction and occupancy are incombustible.
6. Hydrants, hose, and small private fire brigade.
7. Water supplies of good capacity and pressure from two sources, as—public water and a fire pump,—large tank or reservoir and pump,—or public water and large tank.
8. Watchman nights, Sundays, and holidays.

Cost.

No more striking evidence of the value and improved methods of protection and inspection can be succinctly presented than is shown in the following table of one of the Companies of the Senior group. It is impossible, of course, in an article of this kind to deal with each Company, but we have selected one of the older Companies whose record does not materially differ from the average of the group. In this particular Company the annual cost per one hundred dollars of insurance to the members insured is divided into groups of ten years and the record is as follows:

Years.		Cost per $100 of ins.
1850-1860	10½ years	.4373
1861-1870	10 "	.2795
1871-1880	10 "	.2538
1881-1890	10 "	.2271
1891-1900	10 "	.1436
1901-1909	9 "	.0718

In another of the Senior Companies, the "Arkwright" (in which Company as is noted elsewhere, Mr. T. A. Russell, General Manager of the Canada Cycle & Motor Co., has recently been appointed a Director), this same feature of the lowness and gradual diminution of cost because of protection and inspection is shown by the following diagram:



This shows that the average cost of $100 insurance, excluding interest, has been 6.9 cents a year for the past ten years. The constantly decreasing cost is due to improved methods of preventing and extinguishing fires. The loss for 1909 was only 1.55 cents per $100 at risk.

Excellence of Risks.

All the members of the Senior Group of Companies, to which this article is confined, look for and obtain risks of the highest standard, both as to construction, occupation, and protection, and it may be safely stated that the sum of two billion dollars, as previously detailed, is upon risks of the most eligible character throughout the Continent; and when this is considered it is natural to expect, apart altogether from the regular inspection given by the Companies, that they would entail a lower insurance cost than is obtained in any other group of Companies, or than is produced by Companies transacting a general business. Although not organized for profit, these Companies are as keen for business as any other individual or group of Companies for the reason that growth broadens the base, reduces the pro rata cost of inspection, and makes the mutual plan of self-insurance of value to an increasing number of manufacturers. Moreover, by referring back to the first standard in the earlier part of this article, it will be seen that the Companies do not accept risks exposed to fires in adjacent buildings, nor where a conflagration hazard exists, and it is a source of satisfaction to the Companies to say and to us to point out that in none of the conflagrations that have visited this Continent before or since the Chicago conflagration have these Companies been called upon to pay a loss in excess of $1,000.

Finally we think it is no more than justice to the Companies to say that the manufacturers of the Dominion and this Department in its relation to the Companies have found them liberal, broad-minded, prompt, and satisfactory in all their dealings. So far as we can ascertain or have been advised, in the whole course of the history of the Companies no suit has ever been issued against them. As a matter of fact the history, record, and phenomenal results they have accomplished constitute their best advertisement and it is not necessary for us to appear as advocating their use in this country. Nevertheless, as representing an important Department of the Canadian Manufacturers Association, we should be derelict in duty if we failed to properly record the service these Companies are rendering and to express the opinion that they offer the highest class of insurance at the lowest possible rates, and are entitled to the fullest confidence of the members of our Association.

SHIPBUILDING ON THE GREAT LAKES

The big dredge "Shuniah" was successfully launched at the shipyards of the Polson Iron works, during the past month.

THE launch of the big steel dredge, *The Shuniah*, which was built by the Polson Iron Works, Toronto, for the Great Lakes Dredging Company of Port Arthur, was accomplished with perfect success on May 14th. The vessel took the water smoothly and is now ready for the fitting and finishing before it proceeds on its journey to the head of the lakes. A large number of business men and transportation representatives were present.

The Shuniah is being built for the Great Lakes Dredging Co. of Port Arthur. Its hull dimensions are, length, 125 feet, beam moulded, 40 feet, and depth moulded, 9 feet. It is of steel construction throughout, with steel deckhouse providing sleeping accommodation for crew, fitted up with gallery, dining room, etc.

The machinery consists of main pumping engine of the triple expansion marine type, surface condensing, having cylinders 15 and 22 and 36 inch in diameter by 18 inch stroke. This engine to develop 700 I.H.P. when running at 200 R.P.M.

Boiler of the Heine Water Tube Marine Type, for 200 lbs. working pressure, and equipped with Murphy mechanical stoker and Sturtevant forced draft.

The dredge pump is of the centrifugal type with 22 inch diameter suction and discharge. Cast steel runner is 78 inches in diameter. Cutter head is driven through three sets of gears by a 10 x 14 double reversible engine. Cutter head is a steel casting 5 feet 10 inches in diameter, 4 feet 8 inches long, with eight heavy blades. There is a five drum winch on the main deck for hoisting the spuds and for swinging the dredge.

The auxiliaries consist of two feed pumps, one sanitary and one general service pump, air and circulating pumps and surface condenser; heater, hot well and filter. 15 K.W. Sturtevant turbine generator, hydraulic ash hoist and air compressor.

The dredge is equipped throughout with up-to-date plumbing, heating and electric light and searchlight.



The Launch of the "Shuniah."

The total weight of the dredge is about 800 tons; capacity about 1,000 tons of solid matter per hour.

Also being furnished along with this dredge, 3,500 feet of piping and steel pontoons for transporting and discharging material at one operation without the use of scows with their attendant expense and interruption.

There will be about 150 tons of material contained in the piping and pontoons.

Steel Ceilings for South Africa.

A feature of the present building boom in South Africa, says *Commercial Intelligence*, is the increasing use of steel ceilings. The opinion of local architects would seem to be that though this material is not suitable for use at the coast, owing to the action of the salt air, it would appear to be well adapted for inclusion of the buildings of interior towns. Expanded metal and reinforced concrete are also being more generally requisitioned.

RESTRICTING INDUSTRIAL IMMIGRATION

Regulations of Canadian Government prevent the necessary influx of skilled workmen. More labor urgently needed.

MECHANICS WANTED.

AUTO BODY BUILDERS WANTED Victor Steel & Wood Products Co., Ltd., Walkerville, Ont.

A— PAINTERS AND PAPERHANGERS wanted—at once; highest wages a steady work. Labor Bureau, 18 Victoria street, Toronto.

BLACKSMITH WANTED—WITH TWO or three years' experience; must be steady, sober man. Apply to F. Lawrence, Palmerston, Ont.

BAKER—AT ONCE—GOOD ON BREAD and cakes; references required. Apply N. J. Treleaven, Dungannon, Ont.

BAKER—SECOND HAND—ON BREAD —night work; state wages. A. W. Ruby, Midland, Ont.

BREAKOUT MAN WANTED FOR chair factory; must be first-class, steady workman. Reply, stating experience. Coombe & Watson, Kincardine, Ont.

BOILERMAKERS — FOUR FIRST-CLASS. John Inglis Company, 14 Strachan avenue, Toronto. ed

BARBER—AT ONCE — EXPERIENCED —must be steady and temperate; steady job year round; good wages. John Robinson, Elmvale

BAKER — SECOND MAN—WAGES $12 per week; mixer in shop; steady job to the right man. Apply Box 202, Strathroy, Ont.

BOILERMAKER WANTED — MUST BE first-class on marine boiler repairs. A. Valencourt, Welland, Ont.

BAKERS WANTED — FOREMAN ON cakes, and second hand on cakes; state wages. Apply H. A. Dietrich, Berlin.

BAKER WANTED AT ONCE — MUST understand sponges and foments; all day work; state wages wanted. Box 244, Chesley.

BAKER WANTED — FIRST-CLASS ON bread. Apply John Graham, Galt, Ont.

BAKER'S HELPER WANTED. APPLY E. Drake, Russell, Ont.

BLACKSMITH — GENERAL BLACKSMITH wanted at once. Apply Box 569, Globe office.

BAND SAW MAN WANTED — ONE ACCUSTOMED to chair work preferred. Reply, stating experience and wages. Box 575, Globe.

CARRIAGE PAINTER — SINGLE MAN —able to finish complete. Box 863, Globe office. ed

CARRIAGE AND WAGGON BLACKSMITH—steady employment. Apply Andrew Ross, Hamilton.

COATMAKERS—TWO GOOD MECHANICS. Broderick & Co., Sarnia.

CABINETMAKERS — MUST BE FIRST-CLASS on special case and cabinet work; good wages and steady employment the year round to capable men. Jones Bros. Co., Limited, Dundas.

COATMAKER WANTED—AT ONCE. W. C. Lundy, Newmarket.

COATMAKERS WANTED — A FEW good men for city trade. Apply to J. A. Scott, 24 Wyndham street, Guelph.

CABINETMAKERS WANTED — STATE experience and wages expected. Malcolm & Souter Furniture Company, Limited, Hamilton.

CABINETMAKERS — BENCH HANDS— new shop; everything convenient. Burton & Baldwin Mfg Co., Hamilton.

COATMAKERS WANTED AT ONCE— sacks, start at $4.50; also pant and vest makers Write or wire Gareau & Co., Huntsville, Ont.

COATMAKER WANTED—OR YOUNG man who has experience in coat making; steady work. J. A. Schnick, Merchant Tailor, Smithville, Ont.

CABINETMAKERS — ON PARLOR frames; also upholsterers wanted, at once; steady work to right men. Apply to the Ellis Furniture Co., Ingersoll, Ont.

DRAUGHTSMAN, WITH EXPERIENCE in small machine design. Box 567, Globe.

EXPERIENCED MONOLINE OPERATOR—good pay; permanent position; bright, sanitary office; state wages. News-Record, Berlin.

FURNITURE WOODWORKERS — steady employment for an experienced jig and band sander man; cabinetmakers and apprentices, trimmers and packers. Address Meaford Mfg. Co., Ltd., Meaford, stating experience and wages. ed

FIRST-CLASS CARRIAGE BLACKSMITH—state age and experience; steady job; good wages. R. Hamill, St. Catharines. ed

FINISHERS WANTED—ACCUSTOMED to rubbing; also brush hands; steady job; state wages. Apply quick, Hespeler Furniture Company, Limited, Hespeler, Ont.

FINISHERS WANTED—GOOD BRUSH hands. Neubigging Cabinet Co., Hamilton.

FOUR MACHINISTS WANTED. APPLY Fairbanks-Morse Can. Manufacturing Co., No. 1,379 Bloor west.

FOREMAN FOR CHAIR FACTORY — state experience and salary expected. Reply to Box 692, Globe.

FIRST-CLASS CARRIAGE PAINTER—

A POLICY of restriction has been adopted by the Canadian Government against all classes of artisans wanting to emigrate to Canada. This has been done in the face of a general shortage of labor in most lines of manufacturing industries. The labor trust has made its influence felt. By maintaining a supply that will be at all times inadequate to the demand, the agitators figure that their requests will be met, however extravagant they may be. As a result, regulations have been enforced making one condition of admission to this country, for a man other than a farmer, that he shall have in his possession, and belonging to him, the sum of twenty-five dollars, and if he is accompanied by wife and children, further sums to cover their cases.

It would be interesting to know how many of the citizens of foreign birth we now have who came to Canada without twenty-five dollars in their pockets. We fancy that it would be no small percentage of the whole.

This country needs artisans, it needs carriage-makers, boiler-makers, machinists—men who can produce through their labor enough to make it profitable for employers to pay them three, four and five dollars a day; this country needs these men as much as it needs farmers. Why should there be a discrimination against a man because his labor is not that of tilling the soil?

It requires all classes of men to make a nation. Through their energetic and aggressive advertising methods the Government have turned the stream of agricultural immigrants towards these shores. Must not the other walks of life be increased to keep pace with this development? During the past three years Canada's population has increased by over six hundred thousand. Does not this call for more shoemakers, more cabinet-makers, more textile workers? But whence are they to come? Old systems of apprenticeship have fallen into disfavor. Besides, the introduction of new workers from our own population would account for no more than the natural increase in citizens. Canada has to look abroad for population. By no other means can her shops be manned adequately to the increased demands of an expanding people.

This is admitted by all but those who have a selfish interest in minimizing the supply. The methods of these are familiar. For years they have kept in England a representative whose sole work is to misrepresent Canada, and to discourage immigrants from coming here.

"Pump in the whites," was Rudyard Kipling's suggestion for meeting the yellow peril on the west coast. We should be more specific. "Pump in Anglo-Saxons," we should say, in order that the strain may predominate, and that our institutions may be supported by a great preponderance of those who know the meaning of liberty and democracy. We cannot have too many of the race which has made Great Britain the workshop of the world and the Mother of Parliaments.

Our Government has seen fit to close the door on Great Britain—to the extent, at least, of making immigration of artisans from there wellnigh impossible. A man who is doing well does not readily pull up anchor and make for a country thousands of miles away. In England to-day there are many men out of employment, men of sturdy character and British skill and responsibility. They are a burden on the country which has no work for them. They would be wealth-producers in Canada, where their services are required. How

MECHANICS WANTED.

PRINTER—GOOD ALL ROUND MAN on job work, make up and ads, wanted for five weeks, commencing about May 23rd. Apply Banner, Alisa Craig, Ont.

PRINTERS WANTED—A FIRST-CLASS job printer for foreman on weekly; single preferred; also good two-thirder for ads., etc.; must come on receipt of wire. Address Star, Wainwright, Alberta.

RIPSAW MAN, ALSO PLANER HAND, wanted; accustomed to working in furniture factory; state wages. Apply to Hespeler Furniture Co., Hespeler, Ont.

STEAM ENGINEERING — COMPLETE course by mail; stationary, traction, gasoline, marine, etc.; we fit you for engineer's license or Government examination, write for circular. Canadian Correspondence College, Limited, Dept. M., Toronto, Can.

SEVERAL BENCH CARPENTERS — none but first-class men need apply; one band saw and shaper man; steady work for good men. Apply, stating wages, to J. R. Eaton & Sons, Limited, Orillia.

TINSMITH WANTED—STATE WAGES and experience. Hughes & Connor, Marmora, Ont.

TINSMITH WANTED—IMMEDIATELY —steady employment for right man. Apply T. R. White, Almonte, Ont.

TINSMITH—AT ONCE—GOOD, ALL-ROUND man; state wages. Apply W. J. Boyce, Wingham.

TINSMITH WANTED—MUST BE GOOD man on inside and outside work; also two improvers. Apply W. G. Miller, 1,064 Bloor street west.

UPHOLSTERERS WANTED — GOOD wages paid; steady position. Apply Schierholtz Furniture Co., Ltd., New Hamburg, Ont.

VARNISHERS AND POLISHERS wanted on cabinet work; steady employment; call at once. J. Coulter & Co., 45 Lombard street.

WOODTURNER — CANADIAN — MUST be expert with woodworking machines; state experience and wages. Knight Brothers, Burk's Falls.

WANTED — SHEET METAL WORKERS—highest wages paid; union shop. Address Sheet Metal Section Boilers' Exchange, Winnipeg. ed

WANTED — EXPERIENCED OPERATORS on women's fine shoes; steady work; good wages, Relindo Shoe Co., 126 Wellington street west

WANTED—FOUR FIRST-CLASS COATMAKERS—sacques; prices $8; morning coats and others in proportion; steady work to good men. Apply to H. J. Robie, merchant tailor, Calgary, Alta.

WANTED AT ONCE—FIFTY BOILERMAKERS and helpers for blast furnace work at Sault Ste. Marie, Ontario; will take this year to complete. Address Riter-Conley Manufacturing Company, Sault Ste. Marie, Ont.

WANTED AT ONCE — FIRST-CLASS watchmaker, jeweller and optician; must be A1. Apply, with references, to Jim Thomson, Box 407, Bracebridge, Muskoka.

WANTED—FIRST-CLASS LATHE AND vise hands. Smart-Turner Machine Co., Limited, Hamilton.

WANTED—A BAKER, AS SECOND hand; state wages. Apply to A. J. Weston, New Liskeard, New Ontario.

WANTED—TEN GOOD HARNESS FITTERS and finishers; good wages and steady employment. B. F. Ackerman, Son & Co., Peterboro'

WANTED — FIRST-CLASS HORSESHOER to take charge of shoeing shop; good job in a live town. Church Bros., Orillia, phone 234.

WANTED AT ONCE—MEN WITH some knowledge of scale-making. Apply in person or by letter to the Burrow, Stewart & Milne Co., Hamilton.

WANTED—A GRANITE CUTTER. Apply, stating experience and wages wanted, to Coughlin Bros., Peterboro'.

WANTED — AT ONCE — CARRIAGE painter; state salary expected. Address the A. K. Wismer Carriage Co., Jordan, Ont.

WANTED — GOOD TINSMITH FOR Medicine Hat; married man preferred; steady work; forty-five cents an hour. Box 685, Globe.

WANTED — 1 COATMAKER, 1 VESTMAKER and 1 trouser maker; at once. Apply to A. J. Wells, Coldwater.

WANTED—BOILERMAKERS, BOILERMAKERS' helpers; permanent positions for good men. Apply Waterous Engine Works, Brantford, Ont. ed

WANTED—ONE FIRST-CLASS PATTERNMAKER—state experience. Apply The Canadian Locomotive Co., Ltd., Kingston, Ont.

WANTED—GOOD JONES AND LAMSON operator. Apply 347 Sorauren avenue.

WANTED — HORSESHOER — FIRST-CLASS floorman; also young man with one or two years' experience in general shop. Roberts Brothers, 17 Jackson east, Hamilton, Ont.

WANTED — CARRIAGE TOP BUILDERS. Cutten & Foster, 170 Queen street west.

WANTED — FOREMAN TO TAKE charge of workshop doing a general tinsmith, plumbing and heating business; must be first-class mechanic; able to handle men and to figure on contract work; state salary required and experience. Apply to the Babb Hardware Co., Limited, Portage la Prairie, Manitoba.

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can such men gather together twenty-five dollars in addition to their cost of transportation? Twenty-five dollars! To men of small employment and low wages the idea is absurd. We would take the men who won't come. We turn back the ones who are willing. Yet those Britishers whom we refuse are worth, to be mercenary, much money to us. We talk of forest preservation and the conservation of our natural resources, but our vision is narrow. It has been estimated that a boy represents an investment of one thousand dollars—clothes and food and education. Here we have another country paying all these bills and turning over to us a well-equipped workman. What does it mean? From the lowest, most practical standpoint, each immigrant represents an elaborate machine, presented to the nation, the output of which will add so much to the actual wealth of the country. At the last census, 392,530 workmen produced goods to a value of $718,352,603, or $1,830 for each individual. That's what it means in the lowest sense to the nation.

But it means more. It means that we are at the same time maintaining and extending those race characteristics which we rightly consider as our strongest hope for the future, the virtues of integrity, industry and constancy. Even our political connection with Great Britain depends on our ability to understand and sympathize with her aspirations and her view of life. Unless we keep up an infusion of blood by a stream of immigrants that understanding and sympathy will be hard to preserve.

The Government say that Canada's citizenship must be kept up to a high standard. Certainly it must. But is the possession of twenty-five dollars any test of the desirability of an immigrant? What this country has need of is men with skill and stamina enough to do a day's work. The only test of a man's fitness should be of these, his character and his skill. This country has, with signal crassness, omitted these essentials and has set up the truly Western standard of excellence, the possession of a specified number of dollars, forgetful of the all-important fact that labor is the commodity of commodities in a young and naturally rich country—labor directed by honest intelligence.

Canada's progress is being retarded by the present regulations. They minimize the numbers without improving the quality. What we need is men who have laid up a capital of skill and labor.

COMMERCIAL TRAVELLERS IN NEWFOUNDLAND.

Mr. J. E. Ray, Canadian Trade Commissioner to Newfoundland, gives the following customs regulations relating to commercial travellers entering that Island:

Subject to the provisions of the next succeeding rules, wearing apparel, articles of personal adornment, toilet articles, and similar personal effects, not exceeding $50 in value, may, after due examination, be passed free, without entry at the customs, as travellers' baggage, but this provision shall only include such articles as actually accompany, and are in the use of, and as are necessary and appropriate for the wear and use of such persons for the immediate purpose of the journey and for their present comfort and convenience, and shall not be held to apply to any articles for use or wear at a future time or to merchandise, or articles intended for other persons or for sale.

Wearing apparel and other personal effects taken out of Newfoundland by residents of Newfoundland to foreign countries shall, upon their return, be admitted free of duty without regard to their value, upon their identity being established.

Wearing apparel, articles of personal adornment, toilet articles and similar personal effects brought into the colony by *bona fide* travellers, who are not residents of the colony, shall be passed free, without entry at the customs, as travellers' baggage.

Ordinary Duty with Drawback for Travellers' Samples.

1. When samples such as are carried by commercial travellers are imported into Newfoundland, they shall be subject to the ordinary customs duty when they have a commercial value. The trunks and other packages in which such articles are imported shall also be subject to duty.

A drawback equal to the amount of duty paid by commercial travellers may be paid on such samples when exported within six months of their importation, and upon a certificate from a landing or examining officer identifying the goods and the quantity thereof, which shall be attached to the export entry. The drawback may only be paid upon the presentation of form No. "E" 12, Claim for Drawback, properly filled in, and with landing certificate of foreign customs, duly signed.

Invoices for Customs Officer.

Commercial travellers are required to deliver to the customs' officer, for entry purposes, an invoice or statement in detail, showing the wholesale price of each sample, as sold for home consumption, in the port or place from which it was imported. Such invoice or statement shall be attested by the traveller, and the quantity of such samples shall be duly checked by the customs officer and proper duty paid thereon before they are delivered.

Imported samples shall be subject to duty at each time of importation; provided, however, that the trunks in which such samples are contained may be admitted free after payment of duty on first importation, if they can be identified to the satisfaction of the customs officer.

Articles With no Commercial Value.

Cards, portfolios, paste board boxes and other coverings containing cut samples of cloth, edgings, textile fabrics, buttons of various patterns and other articles obviously for use only as samples to sell by, and having no commercial value, may be admitted free of duty. The term "no commercial value" does not, however, apply to portfolios, boxes or other coverings used in displaying samples, when susceptible to other use or having a salable value.

2. Any merchandise intended for sale, when imported into Newfoundland as baggage, is subject to duty and to entry at the custom house in the same manner as goods imported by freight or by express.

3. Articles of theatrical societies, known as "properties," circus horses and cattle, menageries, carriages and harness thereof, musical instruments or companies visiting Newfoundland for exhibition purposes, may be admitted upon a deposit equal to the duty being paid, or upon a bond being given securing the duty. Such bond shall set forth a reasonable time within which the export must be made.

NEW SHIP-BUILDING PLANT.

An agreement has been signed with the town of Owen Sound, by Mr. Edward Box, representing English capitalists, for the construction of a million-dollar ship-building plant in that town. The company proposes to build two dry-docks, a graving dock 650 feet long, and a floating dry-dock capable of handling steamers up to 300 feet in length, and also a complete ship-building and repairing plant. Berths will be provided so that three vessels may be built at one time. Complete machine shops will be included.

MEN AND EVENTS

SOME interesting tariff talk was indulged in at a recent dinner of the Economic Club, New York. Canada was represented by Hon. Wallace Nesbitt, of Toronto, and Mr. D. Lorne McGibbon, of Montreal, which is equivalent to saying that our cousins from across the line were treated to a good, straightforward exposition of our present industrial and national aspirations. Mr. Nesbitt gave a clear-cut review of Canada's trade relations with the United States since 1783. He dealt concisely but lucidly with the Treaty of Ghent in 1814, the Convention of 1818, and the Treaty of Washington in 1854, abrogated twelve years later by the United States. Of the last point he said:

"I may say on this point, that in my view the abrogation of that treaty was, in disguise, one of the greatest possible blessings to Canada as a nation. Where Canada had been dependent upon the ocean ports of Boston, Portland and New York for her foreign trade, she was taught to keep that profitable patronage at home. She was thrown back upon other markets, and particularly upon the markets of Great Britain."

After reciting the many rebuffs to which Canada had been subjected since 1866, the speaker said:

"The plain truth must be told that at the beginning of this year the united feeling of Canadians was that since 1866 they had received nothing but the most distinct and studied rebuffs from Washington, notwithstanding that they entertained at the same time the feeling that individually the citizens of the United States felt in the strongest way the ties of kinship and of language with ourselves and that the friendliest possible personal feeling existed, so much so that wherever a Canadian and an American met an immediate friendship sprung up, as much so, indeed, as with our own forebears and kin from across the sea."



Stock of Rubber-Covered Head Pulleys for C. P. R. Million Bushel Elevator at Victoria Harbor, and Manufactured by the Dodge Manufacturing Co., Toronto.

Mr. Nesbitt then spoke of the difficulty of getting an agreement accepted by the United States Senate. "After learning all the other fellow is willing to do the Senate throws down the agreement and makes a new proposal based on what it has learned." "This," he went on to say, "is a weakness that makes us very timid in our dealings with you."

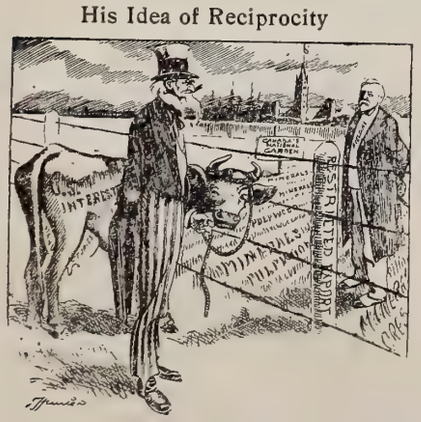
The rest of the address was devoted to a consideration of the relative values of the two markets, the influence on Canada of retaining the home market for Canadian producers, and the conditions under which international trade could be carried on with advantage to both peoples.

* * *

MR. McGIBBON, who followed Mr. Nesbitt, spoke of the struggle which Canada had gone through in the thirty years following the abrogation of the Reciprocity Treaty. "But during those thirty years," he said, "a great change was taking place in Canada. Barred to the south, Canadians looked abroad for a market, and finally awakened to the fact that the greatest market in the world for their products was to be found in Great Britain, and that Great Britain welcomed the produce and the products of Canada. What was the natural result? Canada's policy was completely changed. Instead of building her railways north and south, she built them east and west. She stretched across the continent three transcontinental railway systems; she deepened her canals and equipped her ports; she subsidized ocean steamships to carry her produce across the seas; she opened up her great West; she erected her own tariff wall, and is as proud in the defence of her industries as the great nations are of theirs.

"As a part of the British Empire, Canada has instituted an Imperial trade preference for British products, and that preference, amounting to one-third of her customs tariff, has the hearty support of both political parties, and of the people of Canada from coast to coast. It is quite evident, also, that within a few years Great Britain will extend a preference

His Idea of Reciprocity



Uncle Sam.—Let my cow pasture in your garden, an' I'll sell you all the milk you need.
—From the *World*, Toronto.

A False Alarm



Uncle Sam (a little nearsighted)—Keep your head above water there! Me an' the punt's acomin'!
—From The *World*, Toronto.

More Gum Drops



The sharp Yankee trader and the simple Northern native.

From the *World*, Toronto.

to her colonies, and that British dominions, the world over, will be still more closely united by the ties of trade. This fact need not necessarily interfere with the consummation of closer trade relations between the United States and Canada, since Canada is absolutely free in shaping her own tariff policy, but the British preference may be said to be the keystone of that policy, and must receive the first consideration."



Hon. Wallace Nesbitt,

Who addressed the Economic Club, New York, on Canada's trade relations with the United States.

After instituting a comparison between the purchases, tariffs and industries of the two countries, Mr. McGibbon concluded:

"Under these conditions, what is our conclusion to be? That Canada will oppose closer trade relations with the United States? No. It may be expected that she will endeavor to conserve for her own people and for her own industries her vast supply of raw materials. It may be expected that she will defend her young but progressive industries against all unequal competition; but there may be many food products, agricultural products, minerals and other raw materials for which she will find an advantageous market in the United States, and there may be many classes of raw materials or products in an unfinished state of manufacture which she can purchase to advantage from her great neighbor. After having mutually agreed that the industries of both countries are not to be allowed to suffer, we may favor each other in the purchase of surplus products which we must necessarily import.

"The first natural step towards such an arrangement should come from the United States. It is for you to remember that you have the higher tariff, that we have the weaker and younger industries, and that notwithstanding our small population our trade with you is twice as great as your trade with us.

"The future rests with the United States. The solution of the problem is in your hands. Such being the case, it is difficult, and might even be considered impertinent, for me to suggest a practical measure; but if the United States tariff were gradually reduced to a point where the protection afforded both countries would be actually—not theoretically—equalized, always giving prime consideration to the fact that Canada has the younger and weaker industries, and that trade preference within the British Empire must stand, then, sir, I believe the solution would be in sight."

* * *

MR. W. G. WEGENAST, a graduate of Osgoode Hall, has been placed in charge of the new Legal Department of the Canadian Manufacturers Association. For a considerable time the necessity of having a man to follow legislation in the various provinces, and to pursue investigations into the many questions of a legislative nature which are constantly coming forward, has been appreciated by the members. Particularly when the problem of Workmen's Compensation was being worked out in Quebec, in the Maritime Provinces and in Manitoba, it was felt that the mass of information which was necessarily assembled in each case should be available to the Association in future investigations. The organization of a Legal Department was definitely decided on at the last Convention.

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THE appointment of Mr. H. T. Meldrum to the Secretaryship of the Montreal Branch was recorded in a previous issue of INDUSTRIAL CANADA. Mr. Meldrum is a graduate of McGill University, where he had an honorable scholarship record. A later experience in newspaper work provided him with an excellent knowledge of the problems and needs of the city which will be the field of his operations.

* * *

WE are pleased to announce that Mr. T. A. Russell, General Manager of the Canada Cycle & Motor Co., Limited, and a former Secretary of the Association has been elected a director of the Arkwright Mutual Fire Insurance Company of Boston, Mass.



Mr. D. Lorne McGibbon, Montreal,

Maintained before the Economic Club, New York, that any measure of Reciprocity must be consistent with proper protection of home industries.

The "Arkwright" is one of the leading Companies in the Senior group of New England Mutuals; it was organized in 1860 and had $244,000,000 insurance in force on 31st December last. In 1909 the Company returned an average dividend to its

policyholders of 94 per cent. Its loss cost for 1909 was only 1.55 cents per $100 at risk.

Mr. Russell is, we believe, the first Canadian to become a director of a Senior New England Company, and it is not only a signal honor for him but it is also ample evidence of the growing importance of the Canadian business to the New England Mutual Associated Offices. We congratulate Mr. Russell on his election, and the Company on the acquisition of a Director to whose natural business ability has been added a close study of insurance problems.

* * *

IN the death of Mr. Bennett Rosamond, of Almonte, which occurred last month, the Canadian Manufacturers Association lost a valued member. Mr. Rosamond was head of the Rosamond Woollen Co., and was an active member of the Woollen Section of the Association. His death was unexpected as he was at the time on a trip to England.

* * *

THE appointment by the Government at Ottawa of a commission to investigate and report on the problem of technical education will meet with widespread approval. For years the importance of the question has been urged on the Government by the Canadian Manufacturers Association, the Trades and Labor Congress and Boards of Trade



Mr. H. T. Meldrum,

Secretary Montreal branch, Canadian Manufacturers Association.

from one end of Canada to the other. All were united on the need for a better trained body of workmen, and for a system of education that would have a vocational value. Many doubts and difficulties had to be removed before the present step was at last taken, but even the delay served a good purpose. It made necessary the education of public opinion along the lines advocated by those who were more keenly alive to the necessity of the work.

The commission which has just been appointed represents varied interests and sections. The chairman, Prof. Robertson, has been for years identified with the work of the Macdonald schools at Ste. Anne de Bellevue. Mr. James Simpson, although not now actively engaged at a trade, is closely in touch with trade union feeling, and is the special representative of the workmen. Mr. G. M. Murray, as secretary of the Canadian Manufacturers Association, has had exceptional opportunities for studying the problem as it affects the employers of labor. Mr. Forsythe is principal of a technical school in Berlin. Mr. Deserres is a director of the Technical College in Montreal. Mr. Armstrong will represent the needs of the Maritime Provinces.

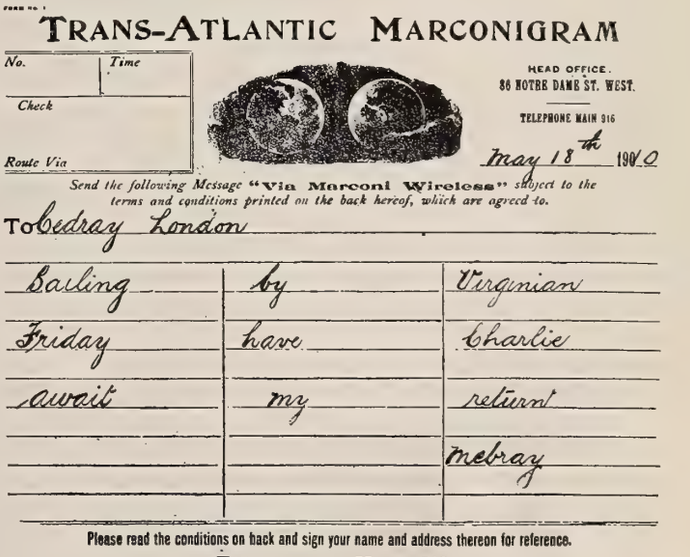
The commission will first study the situation in Canada, and will then visit the schools of Europe. The result of their investigations should be the establishment of industrial schools in this country, which will in the course of time do for Canada what similar schools have done for Germany.



Mr. W. G. Wegenast

Head of Legal Department, Canadian Manufacturers Association.

THE Marconi Wireless Telegraph Co. of Canada are now giving a regular commercial service between Canada and Great Britain. Messages are taken at Montreal and sent to any point in Great Britain at the rate of fifteen cents per word. At present the capacity of the Glace Bay station is from seven to ten thousand words per day. It is intended to increase this during the present summer up to eighteen thousand words. Branch offices will be opened in Halifax, St. John, Quebec, Ottawa and Toronto. The inauguration of a steady service by wireless at the reduced rates made possible by that system will be heartily welcomed by the business interests of Canada.


TRANS-ATLANTIC MARCONIGRAM

No. | Time

Check

Route Via

HEAD OFFICE. 86 NOTRE DAME ST. WEST.

TELEPHONE MAIN 916

May 18th 1910

Send the following Message "Via Marconi Wireless" subject to the terms and conditions printed on the back hereof, which are agreed to.

To Cedray London

Sailing	by	Virginian
Friday	have	Charlie
await	my	return
		Mebray

Please read the conditions on back and sign your name and address thereon for reference.

TELEPHONE MAIN 916

FOR the twelve months ended March 31, 1910, the trade of Canada in merchandise was $668,530,064, showing a betterment over the same period in 1908, which was the record year in the history of Canadian trade expansion, of $53,336,088, a gain of about 8.7 per cent., but when compared with the figures for the same period in 1909, the betterment was $120,172,348, a gain of about 22 per cent.

A further analysis of these figures will show that for the twelve months ended March 31, 1910, the imports of merchandise for consumption into Canada were valued at $369,766,071, showing an increase over the same period in 1908 of $17,941,047, a gain of about 5.1 per cent., but in comparison with the same period in 1909 it will be seen that the increase was $81,630,721, a gain of about 28.3 per cent.

The exports of merchandise from Canada during the same period in 1910 were $298,763,993, showing an increase over the same period in 1908 of $35,395,041, a gain of about 13.4 per cent., but the increase over the same period in 1909 was $38,841,627, a gain of about 15 per cent.

An anlysis of the export figures of Canadian merchandise will show that the exports of the products of the farm during the same period in 1910, were valued at $144,360,262, or 51.7 per cent. of the total exports from Canada, while the exports of the mine, the fisheries, the forest and of manufactured goods were valued at $134,726,114, or $9,634,148 less than the value of farm products exported.

* * *

A FRIEND of the late Russell Sage who was sufficiently intimate with the multimillionaire to feel safe in asking personal questions was catechizing him about his fortune.

"Why get together any more money?" he argued. "You can't eat it. You can't drink it. What good will it do you?"

"Ever play marbles?" continued the aged financier.

"Yes, when I was a boy."

"Couldn't eat 'em, could you? Couldn't drink 'em, could you? No use to you, were they? What did you play marbles for?"

* * *

THE *Royal Edward* has inaugurated the Atlantic steamship service for the Canadian Northern Railway Company. She will run between Bristol and Montreal. The increase in shipping from Canadian ports has been a noticeable development of recent years. The entry of the Canadian Northern into competition with the C. P. R. marks in reality her inception of transcontinental business. The arrival of the Royal Edward at Quebec was celebrated with becoming ceremony. She carried a large passenger list, and made the voyage without mishap. Among those who crossed on her was Mr. Wm. Mackenzie, whose indomitable courage and wonderful financial skill have made possible the Canadian Northern enterprises, and have incidentally placed him in a class by himself among the railway builders of this or any other continent. The *Royal Edward* and the *Royal George*, which make up the fleet, are luxuriously furnished and finished and in every way add to the attractiveness of the St. Lawrence route.

* * *

The manager of the Edmonton Exhibition writes this office that he is desirous of getting exhibits of farm machinery, binders, threshers, windmills, etc., from Canadian manufacturers. The dates of the exhibition are August 23 to 26. A. G. Harrison is manager.

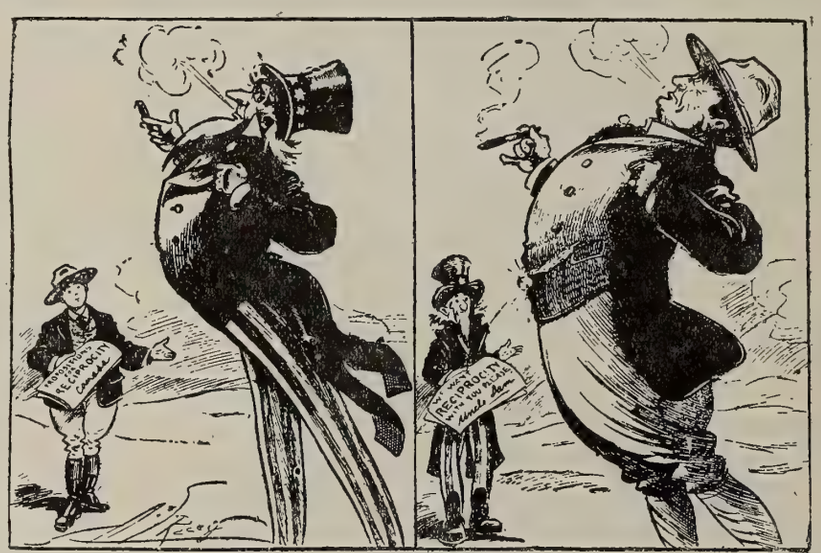
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CANADIAN COMMISSION HOUSE.

The Canadian Trade Commissioner to South Africa has called attention to the part played by United States Commission houses in the trade between Canada and South Africa. He states that although these houses profess to buy in the cheapest market, irrespective of locality, it is highly probable that this, although attractive in theory, is not always carried out in practice. The human element cannot be eliminated, consequently it is only natural that New York firms will favor their own countrymen on discretionary orders, at least unless the characteristics of the Americans have vastly changed in recent years. In addition, as so many United States manufacturing concerns have their agents in New York, it gives the man on the spot an infinitely better chance of securing the order than the factory in Canada, particularly as it is an open secret that the buyers' 2½ per cent. commission is not invariably the sole remuneration received in the deal.

One would think that the growing importance of Canada's export trade would justify the establishment of a commission house, with its headquarters in Montreal or Toronto, and managed on the same lines as the New York ones. The capital should be sufficient to allow of financing those importers at this end who were perfectly sound but desired accommodation. It should be possible for a comparatively small amount of subscribed capital to start such a concern, further amounts being called upon as the increased business demanded. Such a departure would do much to assist our trade in those countries to which the operations of the firm extended. Speaking for South Africa, the fact of having a Canadian commission house of high standing would add to the prestige of the Dominion's commerce.

So long as Canadian manufacturers depend upon New York commission houses for foreign orders, so long will they receive the leavings of the United States manufacturers and tend to confirm the opinion of many local business men that we do not take our export trade seriously. Despite the fact



As it used to be; as it is now.—From *The Montreal Star.*

that the Department of Trade and Commerce is endeavoring to facilitate the efforts of exporters to build up a foreign trade, it is difficult to avoid the conclusion that these are hardly commensurate with the assistance that is rendered. These remarks are written in the hope that they may receive the thoughtful consideration of the exporters of the Dominion and that they may lead to some action being taken to place Canadian trade upon a more equal basis with that of other countries.

* * *

The Oliver Chilled Plow Works, of South Bend, Ind., will establish a Canadian branch in Hamilton. This is one of the biggest plow-making concerns in the world. It is announced that the Canadian plant will involve an expenditure of $1,500,000, and will be used to supply the export demand to all British countries. It is expected that work will be commenced on the buildings almost immediately.

CHANGES IN FREIGHT RATES DURING APRIL

List of Freight Schedules Filed with the Board of Railway Commissioners During month of April, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
Sup. 18 E. 1304	Sup. 19 R. 3	Apr. 30, '10	Canada plate, tin plate and sheet steel, Morrisburg to Port Arthur, lake and rail, 19½c. per 100 lbs.
E. 1985 Cancels E. 1721 E. 1878 C.A. 189	E. 37 Cancels E. 32, 36 C.A. U.S. 603	May 30, '10	Export class and commodity rates, Dorval and west to Boston, Portland, St. John, Halifax and W. St. John.
Sup. 12 E. 1314	Sup. 12 C.P. 27	May 31, '10	Wood pulp and sulphite pulp, c.l., Hawkesbury and Ottawa to points in U. S.
E. 1990	C.I. 96	May 31, '10	Iron commodities, Chaudiere Curve to points in U. S.
Sup. 48 E. 148	Sup. 49 E.W. 3	June 2, '10	Forest products and building material between stations in Canada.
E. 1980 Cancels E. 1564	I. 94 Cancels I. 67	May 10, '10	Class and commodity, European ports to Canadian Northwest.
Sup. 33 E. 225	Sup. 33 G.A.A. 3	Apr. 26, '10	Pig iron, c.l., Hamilton and Midland to Plessisville, P.Q., $2.80 per gross ton.
E. 1995 Cancels E. 1692 E. 1747 E. 1803 E. 1823 E. 1827 E. 1882 E. 1893 E. 1927	C.F. 179 Cancels C.F. 121 123 143 149 151 163 164 170	June 10, '10	Lumber and forest products, c.l., Ottawa Div. points to points in U. S.
Sup. 29 E. 33	Sup. 45 G.A. 25	June 20, '10	Commodities between various points.
Sup. 4 E. 1275	Sup. 4 C.S. 11	May 23, '10	Sugar, c.l., Montreal to Port Arthur, Fort William and Sault Ste. Marie, Ont., local delivery, 25c. per 100 lbs.
Sup. 13 E. 1570	Sup. 14 C.U. 36	June 20, '10	Commodities from G. T. stations to points in U. S.
Sup. 16 E. 1658	Sup. 16 N. 15	May 14, '10	Commodities, Eastern Canada to points in the Northwest.
E. 1991 Cancels E. 1932	C.I. 98 Cancels C.I. 90	May 16, '10	Wrought iron pipe, c.l., Welland to various points in Canada.
Sup. 4 E. 1351	Sup. 4 C.D. 29	May 17, '10	Cement, c.l., points in Ontario to ports of call on Georgian Bay.
Sup. 29 E. 176	Sup. 33 G.A. 10	June 21, '10	Class rates, G. T. stations in Canada to points in U. S.
Sup. 3 E. 1800	Sup. 3 C.M. 12	June 1, '10	Iron bolts, nuts, washers and staples, l.c.l., points in Ontario to Maritime Provinces points.
E. 2001 Cancels E. 1970	C.U. 49 Cancels C.U. 45	June 20, '10	Agricultural implements and windmills, c.l., Ontario points to New York, Philadelphia and Baltimore, for export.
E. 2002	C.G. 53	May 21, '10	Peas, c.l., Picton and Wellington to points in Ontario.
Canadian Pacific Railway.			
E. 1769	E. 1359	June 4, '10	Pig iron, c.l., Detroit to stations in Canada.
Sup. 5 E. 1480	Sup. 5 E. 1065	May 30, '10	Commodities, Detroit to various points in Canada.
Sup. 5 E. 1593	Sup. 5 E. 1180	May 31, '10	Paper, c.l., Joliette, Windsor Mills, Ottawa, etc., to U. S.
Sup. 1 E. 1675	Sup. 1 E. 1262	May 26, '10	Commodities, CC. P. R. stations to points in New England.
Sup. 5 E. 1575	Sup. 5 E. 1161	May 5, '10	Arbitraries between C. P. junction points and stations on connecting lines.
E. 1766	E. 1348	Apr. 27, '10	Mattress frames and ends, c.l., Toronto to Winnipeg, 45c per 100 lbs.
Sup. 6 E. 1694	Sup. 6 E. 1281	May 26, '10	Commodities, C. P. points to points in U. S.
E. 1759 Cancels E. 1026	E. 1347 Cancels E. 614	May 29, '10	Classes, C. P. stations to Rouse's Pt., N.Y.
Sup. 20 E. 1588	Sup. 20 E. 1175	May 2, '10	Commodities between various points.
Sup. 1 E. 1692	Sup. 1 E. 1279	May 9, '10	Commodities, C. P. stations to St. John and Halifax for export.
Sup. 7 E. 1589	Sup. 7 E. 1176	May 23, '10	Commodities, points in Ontario to Maritime Provinces points.
Sup. 3 E. 1619	Sup. 3 E. 1206	June 13, '10	Commodities, C. P. R. stations to points in U. S.
Sup. 39 E. 978	Sup. 39 E. 567	May 14, '10	Class and commodities between points in Eastern Canada and stations in Manitoba and Ontario.
Sup. 21 E. 1588	Sup. 21 E. 1175	May 16, '10	Commodities between C. P. R. points.
Sup. 4 E. 1461	Sup. 4 E. 1046	May 13, '10	Commodities between stations in Eastern Canada and points in Man., Sask. and Alta.
Sup. 19 E. 1112	Sup. 19 695	May 23, '10	Classes, lake and rail, from stations in Eastern Canada to points on Canadian Northern Ry.
E. 1773 Cancels E. 1751	E. 1363 Cancels E. 1339	May 17, '10	Import class and commodity, Montreal and Quebec to points in Western States.
E. 1781 Cancels E. 44, 187, 641, 733	E. 1368 Cancels A.D. 415	June 16, '10	Lumber, c.l., Atlantic Div. stations to points in U. S.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 3 E. 1744	Sup. 3 E. 1332	May 26, '10	Class and commodity, London, Liverpool and European ports to points in Northwest.
Sup. 9 1495	Sup. 9 E. 1080	June 19, '10	Class and commodity, C. P. stations to points in U. S.
Sup. 8 E. 1694	Sup. 8 E. 1281	June 20, '10	Commodities, C. P. points to the U. S.
Sup. 16 E. 36	Sup. 22 G.A. 8	June 22, '10	Class and commodity, G. T. stations to points in U. S.
West Shore R.R.			
426 Cancels 361	A. 5601 Cancels A. 4915	June 1, '10	Commodity rates, W. S. stations to points in Ontario.
428 Cancels 324	A. 5649 Cancels A. 4446	June 3, '10	Moulding sand, c.l., stations in N. Y. State to points in Canada.
Southeastern, Mississippi Valley Association.			
Sup. 10 6	Sup. 10 3	June 1, '10	Pig iron, c.l., Southern States points to Canada.
Central Freight Association.			
Sup. 6 125	Sup. 6 15 B.	June 8, '10	Class and commodity between points in Ontario and stations in Oklahoma and Kansas.
Baltimore and Ohio R.R.			
Sup. 4 594		May 30, '10	Lumber and forest products, c.l., points on B. and O. R.R. to Ontario.
Pere Marquette R.R.			
1174 Cancels 571	2988 Cancels 1513	May 10, '10	Lumber and forest products, c.l., Sarnia, Courtwright, etc., to local points.
Sup. 15 940	Sup. 15 2442	May 1, '10	Sugar, c.l., Wallaceburg to Toronto and Hamilton, 11c. per 100 lbs., exclusive of cartage.
1184 Cancels 996	3005 Cancels 2581	June 13, '10	Copper, lead and zinc, Chicago, Milwaukee, etc., to points in Ontario.
Sup. 3 1151	Sup. 3 2940	June 12, '10	Class and commodity, P. M. R.R. stations to points in Canada.
1187 Cancels 1003	3008 Cancels 2596	June 15, '10	Classes, P. M. stations in Canada to points on O. & N. Y. Ry.
Erie R.R.			
163 Cancels 161	9897 Cancels 9849	Apr. 29, '10	Iron radiators, castings, etc., Brooklyn and Jersey City to Bridgeburg, Ont., 17½c. per 100 lbs.
167 Cancels 163	9937 Cancels 9849	May 9, '10	Iron radiators, castings, etc., Jersey City, New York and Brooklyn to Bridgeburg, Ont., 17½c. per 100 lbs.
Cincinnati, Hamilton and Dayton R.R.			
238 Cancels 62, 239		June 1, '10	Class rates, Cincinnati to points in Canada.
Baltimore and Ohio Southwestern R.R.			
186 Cancels 165	2101 B. Cancels 2101 A.	June 1, '10	Brick, etc., c.l., B. & O. S. W. points to Canada.
New York Central and Hudson River R.R.			
1657 Cancels 1628	A. 16416 Cancels A. 16198	May 23, '10	Iron ore, c.l., Antwerp, N.Y., to Hamilton, Ont.
New York Central & Hudson River R.R.			
1674 Cancels 1422	A. 16652 Cancels A. 14265	June 10, '10	Soda, c.l., Solvay and Syracuse to Quebec, 14c. per 100 lbs.
1673 Cancels 1079	A. 16601 Cancels A. 9702	June 6, '10	Iron and steel scrap, stations in New York State to Montreal.
1682 Cancels 199	A. 16699 Cancels A. 2071	June 18, '10	Classes, N. Y. C. stations to points on C. P. R., via Ogdensburg, N.Y.
Michigan Central R.R.			
Sup. 16 1443	Sup. 16 7960	May 1, '10	Commodities between M. C. points, also to points on connecting railways.
Sup. 10 1351	Sup. 10 7766	Apr. 28, '10	Iron and steel from Windsor, London, Hamilton, etc., to points in Canada.
Sup. 10 1351	Sup. 10 7766	May 1, '10	Iron and steel between points in Canada.
Sup. 16 1443	Sup. 16 7960	May 1, '10	Commodities between points in Canada.
1588 Cancels 1325, 1431	8358 Cancels 7721, 7938	June 15, '10	Billets, pig iron, etc., points in U. S. to various points in Canada.
1599 Cancels 1220	8381 Cancels 7495	June 20, '10	Class and commodity, M. C., T., H. & B., N., St. C. & T. and O., W. & L. E. stations to points in Northwest, via Chicago or Mackinaw City.
Sup. 8 1376	Sup. 8 7824	June 1, '10	Reshipping and special regulations on M. C., T., H. & B., C. W. & L. E. and N., St. C. & T.
Sup. 4 1511	Sup. 4 8148	June 25, '10	Class and commodity, points in Canada to points in U. S.
Sup. 11 1351	Sup. 11 7766	June 1, '10	Iron and steel between points in Canada.
1603 Cancels 536	8390 Cancels 5782	June 1, '10	Grain and grain products, M. C. and N., St. C. & T. Ry. stations to Hamilton, Montreal and Toronto.
Pennsylvania R.R.			
G.O. 213		June 1, '10	Rough iron forgings, Titusville to Canadian points.
S.S. 55 Cancels S.S. 52		June 15, '10	Glass bottles, c.l., points in Pennsylvania to Canada.
Greenwich and Johnsonville R.R.			
2		May 23, '10	Wood pulp board, c.l., from New York State points to Port Hope and Stratford, Ont., 17c. per 100 lbs.
365 Cancels 343	10333 Cancels 10287	May 26, '10	Commodities from N. Y., O. and W. points to stations in Ontario.
Delaware, Lackawanna and Western R.R.			
309		June 15, '10	Class and commodity, D., L. & W. stations to points in Canada.
Norfolk and Western Railway.			
Sup. 13 43	Sup. 22 2317 N.	June 6, '10	Pig iron, c.l., N. & W. stations to points in Canada.
105 Cancels 87	5161 E. Cancels 5161 D.	June 1, '10	Lumber, c.l. N. & W. stations to points in Canada

Wheeling and Lake Erie R.R.			
Sup. 4 42		June 10, '10	Iron and steel articles, W. & L. E. stations to points in Canada.
50 Cancels 22		June 13, '10	Class and commodity, W. & L. E. stations to points in Ontario.
Cleveland, Cincinnati, Chicago and St. Louis R.R.			
Sup. 7 188	Sup. 7 1094 B.	June 6, '10	Brick and articles taking same rates, C., C., C. & St. L. points to stations in Ontario.
Delaware and Hudson Co.			
924 Cancels 861	5474 Cancels 5146	June 6, '10	Moulding sand, c.l., D. & H. points to Canada.
Minneapolis, St. Paul and Sault Ste. Marie Railway.			
394 Cancels 247	11620 Cancels 7620	June 6, '10	Classes, Manastique to Canadian points.
Wabash R.R.			
459	A. 10698	June 1, '10	Commodities, Detroit to points in Canada.
458 Cancels 413	A. 10207 Cancels 10207	June 1, '10	Brick and articles taking same rates, Wab. R.R. stations to points in Ontario.
460 Cancels 90	B. 8396 Cancels A. 8396	June 1, '10	Commodities, Toledo, O., to points in Ontario.
Transcontinental Freight Bureau.			
Sup. 4 268	Sup. 4 5 F.	June 20, '10	Class and commodity from Eastern Canada to Vancouver and other Pacific Coast points.
Sup. 7 256	Sup. 7 3 H.	June 27, '10	Class and commodity, California terminals to points in Canada.
Sup. 3 270	Sup. 3 1 K.	June 27, '10	Class and commodity, points in Eastern Canada to California terminals.
Sup. 9 255	Sup. 9 2 G.	June 20, '10	Class and commodity, North Pacific Coast terminals to points in Eastern Canada.
Pittsburg, Cincinnati, Chicago and St. Louis Railway.			
Sup. 10 P. 2.		June 15, '10	Iron and steel, P., C., C. & St. L. stations to points in Canada.

CANADA'S COAL DEPOSITS.

THE Dominion coal deposits compare favorably with those of the greatest coal-mining country in the world as to quality, quantity, and accessibility for mining purposes, according to Dr. D. B. Dowling, of the Dominion Geological Survey. They would supply the needs of the whole civilized world for the next 170 years. In Germany and Great Britain seams are being mined which are only 2ft. thick. In Canada they do not look at a seam less than 4ft. thick. The Nova Scotia measures are only about 40ft. thick, but in the Rocky Mountains the average is 100ft., and some seams in the Crow's Nest area show a thickness of 250 ft. These measures have been followed from the boundary line to the Grand Trunk Pacific, a distance of about 300 miles. The Welsh coal is supposed to be the best in the world. There is coal in the Rocky Mountains which compares favorably with the best Welsh coal. The possibilities for the discovery of more coal in Canada are very good, particularly along the eastern edge of the Rocky Mountains. There are to be found there formations that carry the greatest quantity, number, and thickness of seams.

The amounts mined by the various countries for 1902, the latest report at hand, are as follows:—

	Tons.
United States	360,000,000
Great Britain	260,000,000
Germany	160,000,000
Austria	50,000,000
France	33,000,000
Belgium	25,000,000
Russia	18,000,000
Canada	7,000,000

The production of Canada has increased greatly since, and for 1907 it reaches 10,904,466 tons. There is as yet, said Dr. Dowling, no cause to suppose that this amount is seriously going to affect our future supply, when we consider a rough estimate of the extent and amount of our coalfields, but we must expect that the future demands of the manufacturing and transportation facilities of the continent will fall more heavily upon us, as we increase in population and the coal reserves of the United States diminish. We are constantly finding new areas in our partly-explored Western country; but an estimate of those that are fairly well known gives us approximately 30,000 square miles over which coal-mining may be expected. Portions of this area are as yet beyond the reach of transportation, and also portions will be difficult of approach, or require deep mining.

A conservative estimate placed upon the coal beds minable in Canada gives the following: For anthracite, 429,000,000 tons; bituminous, 89,609,000,000 tons; lignite, 82,021,000,000 tons. The total minable area of coal deposits in the Dominion will therefore give approximately 172,059,000,000 tons. This means that the present needs of the world could be drawn from Canada for a period of 170 years. It is worth noting in this connection that Great Britain's deposit of bituminous coal is estimated approximately at 60,000,000,000 tons, while that of Germany is estimated at 52,000,000,000 tons.

Dr. Dowling gave the following estimates for the several Provinces:—

Yukon.—An area of 400 square miles of coalfields, containing 9,000,000 tons of anthracite, 32,000,000 tons of bituminous, and 850,000,000 tons of lignite.

Mackenzie.—200 square miles, 500,000,000 tons lignite.

British Columbia.—1,123 square miles, 20,000,000 tons anthracite, 28,642,000,000 tons bituminous and 314,000,000 tons lignite.

Alberta.—19,589 square miles, 400,000,000 tons anthracite, 44,530,000,000 bituminous and 60,002,000,000 tons lignite.

Saskatchewan.—7,500 square miles, 20,000,000,000 tons lignite.

Manitoba.—48 square miles, 330,000,000 tons lignite.

Ontario—10 square miles, 25,000,000 tons lignite.

Nova Scotia.—992 square miles, 6,250,000,000 tons bituminous.

Total Coal Deposits.—429,000,000 tons of anthracite, 89,609,000,000 tons bituminous coal, and 82,021,000,000 tons lignite.

BOOK ON EDMONTON.

In a booklet entitled "Something About Edmonton" the Board of Trade of that city have told much not only about Edmonton but about all that rich and fertile country which surrounds it. The booklet is extensively and artistically illustrated throughout. To business men or settlers the information it contains will be of invaluable service.

The American Timber Holding Co. have acquired the Fraser River Tannery, New Westminster, B.C., and will improve and enlarge it.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

730 **Advertising Novelties, Calendars, etc.**—A firm of newspaper publishers in Wellington, New Zealand, who do also a jobbing and stationery business, is anxious to get in touch with Canadian manufacturers of the above goods. Are prepared to purchase, and think a good business can be done.

731 **Agricultural Machinery.**—A London firm, claiming to have a market for general merchandise in South America, asks to be placed in communication with Canadian exporters of agricultural machinery and other manufactured goods, who are desirous of doing business in that region.

732 **Asbestos Cement Sheets.**—A London engineer would like to be placed in communication with a reliable Canadian firm prepared to undertake the manufacture in Canada of asbestos cement sheets, slates, tiles and other asbestos sheets.

733 **Asbestos Packing, Millboard, Yarn, etc.**—A Scottish firm would be pleased to receive quotations from Canadian manufacturers of asbestos packing, millboard, yarn, etc.

734 **Binder Twine.**—A South African firm of commission merchants desires to be placed in touch with Canadian shippers of binder twine. Ocean freight rates to Port Elizabeth.

735 **Birch Dowels.**—A Manchester firm asks for prices of birch dowels from Canadian manufacturers.

736 **Birch and Other Square Timber.**—A North of England firm, manufacturing chairs and tables, makes inquiry for the names of Canadian firms able to supply birch and other square timber.

737 **British Agents.**—A well-known Liverpool, England, firm are anxious to get in touch with Canadian exporters desiring connections in Great Britain and other colonies. Excellent facilities for handling shipments.

738 **Brushes and Bass Brooms.**—A large and strong South African firm of general importers desires to be placed in touch with Canadian shippers of brushes and bass brooms. Ocean freight rates to East London and Durban.

739 **Brushes, Brooms and Broom Handles.**—A South African firm of general importers desires to be placed in touch with Canadian shippers of brushes, brooms, also broom handles. Ocean freight rates to East London and Durban.

740 **Brushware.**—A South African commission merchant desires to be placed in touch with Canadian shippers of all kinds of brushware. Ocean freight rates to Durban.

741 **Builders' Hardware, Furniture of all kinds, Sanitary Ware, Lubricating Oils and Greases, Wood-working Machinery, Railway Motor Cars, Barn Door Tracks, etc.**—A well-known firm in New Plymouth, New Zealand, is open to purchase the above and other products from Canadian manufacturers. Bank reference.

742 **Butchers' Skewers.**—A firm of large buyers of maple skewers in London, England, are anxious to get in touch with Canadian shippers who can supply them in quantities.

743 **Canadian or Red Oak.**—A South African Government Railway Department desires to be placed in touch with Canadian shippers of red oak for carriage building, etc. Quotations must be f.o.b. Montreal and St. John, and ocean freight rates to Durban and Delagoa Bay must be given.

744 **Canned Apples.**—A Liverpool firm wishes to obtain prices of canned apples from Canadian exporters.

745 **Canned Apples.**—A Manchester firm wishes to correspond with Canadian exporters of canned apples.

746 **Canned Fruits.**—A Liverpool firm desires to correspond with Canadian exporters of canned fruits.

747 **Canned Salmon.**—A Liverpool firm asks for prices of canned salmon from Canadian exporters.

748 **Canned Tongues.**—A Manchester firm desires to obtain prices of canned tongues from Canadian exporters.

749 **Canvas and Duck.**—A South African commission merchant desires to be placed in touch with Canadian shippers of canvas and duck. Ocean freight rates to Durban.

750 **Carriages.**—A South African firm of commission merchants desire to be placed in touch with Canadian shippers of carriages. Ocean freight rates to Port Elizabeth.

751 **Carriage Building Material.**—A South African firm of commission merchants desire to be placed in touch with Canadian shippers of all kinds of carriage building material. Ocean freight rates to Port Elizabeth.

752 **Cast Iron Cistern Tanks.**—A Liverpool firm asks for dimensions and prices of cast iron cistern tanks from Canadian manufacturers.

753 **Chemical Products, etc.**—A well-known firm of manufacturing chemists and wholesalers in London is prepared to take up Canadian products of this kind, for sale in the British market, and will also be pleased to receive enquiries from Canadian purchasers of various chemicals.

754 **Closet Seats.**—A Manchester firm asks for prices of closet seats from Canadian manufacturers.

755 **Cobalt Oxide.**—A London firm makes enquiry for the names of Canadian manufacturers of cobalt oxide, from whom they could purchase fairly large supplies.

756 **Cornice Pole Rings.**—A Manchester firm asks for description and prices of cornice pole rings from Canadian manufacturers.

757 **Corn Shellers.**—A large South African firm of general engineers desires to be placed in touch with Canadian exporters of corn shellers to do up to about seventy bushels per hour. Ocean freight rates to East London, Durban and Delagoa Bay.

758 **Dairy and Agricultural Implements.**—A large and strong South African firm of general importers desires to be placed in touch with Canadian shippers of all kinds of dairy and agricultural implements.

759 **Domestic Appliances.**—A large departmental store in Liverpool, England, is in the market to purchase domestic appliances from Canadian manufacturers. Unquestioned standing and facilities for sale.

760 **Evaporated Apples.**—One of the best known firms of importers in Amsterdam, Holland, is in the market for quantities of evaporated apples from Canadian exporters. Excellent connections, and can handle big shipments.

761 **Evaporated Apples.**—A well-known firm of wholesale importers of dried fruits in Hamburg, Germany, desires to purchase for cash large quantities of evaporated apples.

762 **Expanded Metal Lath.**—A large South African firm of hardware merchants desires to be placed in touch with Canadian exporters of expanded metal lath. Ocean freight rates to East London and Durban.

763 **Flour, Canned Goods, Hog Produce, Dairy Produce, etc.**—A well-known firm of general dealers in the above products in Glasgow, Scotland, would like to get in touch with Canadian shippers who could supply them in quantity.

764 **Flour.**—A South African firm of commission merchants would like to take up a direct agency on a commission basis for a first grade flour. Ocean freight rates to Durban.

765 **Flour.**—A South African firm of commission merchants desires to be placed in touch with Canadian shippers of flour. Ocean freight rates to Port Elizabeth.

766 **Flour Milling Machinery.**—A large South African firm of general engineers desires to be placed in touch with Canadian exporters of flour milling machinery. Ocean freight rates to East London, Durban and Delagoa Bay.

767 **Flour, Oatmeal or other produce line.**—A firm with offices in Leith and Glasgow would be pleased to represent for the whole of Scotland Canadian shippers of flour, oatmeal or any other produce line.

768 **French Representative.**—A French gentleman, with a thorough knowledge of French and European markets, is anxious to establish connections with Canadian exporters seeking business in those markets. Excellent connections and first-class Canadian references.

769 **Grain Cleaners.**—A large South African firm of general engineers desires to be placed in touch with Canadian exporters of grain cleaning machinery; this must compare in price and quality with the best American goods. Ocean freight rates to East London, Durban and Delagoa Bay.

770 **Hammer Handles.**—A South African firm of mining material importers desires to be placed in touch with Canadian shippers of hammer handles to fit English hammer heads. Ocean freight rates to East London and Durban.

771 **Hay Forks.**—A prominent firm of export forwarding agents in New York City, has orders for hay forks for South American clients, and would like to hear from leading factories.

772 **Harness, Harness Leather, etc.**—A dealer in Barbados, handling harness leather and leather for tops and dashes of buggies, is desirous of hearing from Canadian manufacturers exporting these articles.

773 **Hay Rakes.**—A South African firm of commission merchants desires to be placed in touch with Canadian shippers of hay rakes. Ocean freight rates to Port Elizabeth.

774 **Hickory Hay Fork Handles.**—A Manchester firm asks for prices of hickory hay fork handles from Canadian manufacturers.

775 **Hong Kong Agents.**—One of the best known English firms of manufacturers' agents and importers in Hong Kong, China, are anxious to get in touch with Canadian exporters doing business in that country, for whom they might act. Are also interested in hearing from Canadian importers of Chinese products.

776 **Household Furniture.**—A large and strong South African firm of general importers desires to be placed in touch with Canadian shippers of household furniture, such as sideboards, extension tables, wardrobes, and a cheap line of washstands and chests of drawers, without glass. These latter should have tops about 40 in. by 8 in., and should stand about 3 ft. 3 in. high. Ocean freight rates to Durban and Delagoa Bay.

777 **Household Furniture.**—A South African firm of hardware merchants desires to be placed in touch with Canadian shippers of household furniture, such as chests of drawers, washstands and extension tables, refrigerators, etc. Ocean freight rates to Durban and Delagoa Bay.

778 **Italian Agents.**—A firm of forwarding agents and importers in Genoa, Italy is anxious to get in touch with Canadian manufacturers and shippers whose goods they might handle in the Italian market.

779 **Leather in Piece.**—A South African commission merchant desires to be placed in touch with Canadian shippers of leather in the piece. Ocean freight rates to Durban.

780 **Lumber.**—An American broker who has been selling Canadian lumber in the Havana market wishes to establish new connections with Canadian exporters who are prepared to cater to the market. Good references will be furnished.

781 **Lumber.**—An English-speaking commission firm in Havana wishes to represent large exporters of Canadian spruce and white pine in the Havana market. This firm claims to be in a position to make immediate sales to responsible houses.

782 **Maize Shellers.**—A South African firm of commission merchants desires to be placed in touch with Canadian shippers of hay rakes. Ocean freight rates to Port Elizabeth.

783 **Manure Forks.**—A Manchester firm wishes to obtain prices of manure forks from Canadian manufacturers of same.

784 **Maple for Bicycle Rims, Hardware, Lumber.**—A prominent timber importer in Havre, France, is in the market to purchase 150,000 maple strips suitable for bicycle rims. Also interested in other hardwood lumber. American references.

785 **Mill Offals, Grain, etc.**—A correspondent in the North of England who intends leaving for Canada shortly has made enquiry for the names of millers, brewers, etc., from whom could be obtained millers' offals, brewers' grains and malsters' produce.

786 **Motor Tractor.**—A South African carriage importer desires to be placed in touch with Canadian shippers of light motor tractors for ploughing. Ocean freight rates to East London and Durban.

787 **Oak Spokes.**—A Lancashire firm asks for prices and dimensions of oak spokes from Canadian manufacturers.

788 **Oils, Seed, Fish, Mineral, Fuel, etc.**—A prominent firm of wholesalers and dealers in oil in Glasgow, Scotland, is anxious to get in touch with Canadian shippers of high standing from whom they can purchase.

789 **Office Fittings.**—A South African firm of shop front fitters desires to be placed in touch with Canadian exporters of office fittings. Ocean freight rates to Durban and Delagoa Bay.

790 **Office Fittings.**—A South African firm of shop front fitters, etc., desires to be placed in touch with Canadian exporters of office fittings. Ocean freight rates to Durban and Delagoa Bay.

791 **Office Fittings.**—A South African firm of shop fitters, etc., desires to be placed in touch with Canadian exporters of office fittings. Ocean freight rates to Durban and Delagoa Bay.

792 **Organs.**—A South African dealer in musical instruments desires to be placed in touch with Canadian shippers of organs. Ocean freight rates to East London.

793 **Paper of All Kinds.**—A paper merchant and wholesale stationer in Melbourne, Australia, is anxious to get in touch with Canadian shippers of all kinds of printing, wrapping, news, etc., etc. Wishes trial shipments. Has excellent connections and long experience in selling papers in the Australian and New Zealand markets. Specifications on application.

794 **Pick and Axe Handles.**—A South African firm of mining material importers desires to be placed in touch with Canadian shippers of pick and axe handles. These should be made of hickory, if possible, but otherwise ash will be taken. Ocean freight rates to East London and Durban.

795 **Pick Handles, Hammer Handles and Axe Handles.**—A South African firm, who are agents for a large New York commission house, desires that Canadian exporters of pick, hammer and axe handles should communicate with their principals, quoting f.o.b. prices for these goods delivered to South African ports. Samples of the first two, both in hickory and ash, should be sent.

796 **Pick Handles, Hammer Handles and Axe Handles.**—A South African firm of hardware merchants desires to be placed in touch with Canadian shippers of pick handles 36 in. long, hammer handles 12 in. long, and axe handles. The firm would like to see a sample each of the two former. Ocean freight rates to Durban and Delagoa Bay.

797 **Powerful Windmills.**—A large South African firm of general engineers desires to be placed in touch with Canadian exporters of powerful windmills for irrigation and power; these must be capable of standing heavy winds. Ocean freight rates to East London, Durban and Delagoa Bay.

798 **Produce, Flour, etc.**—A firm of agents in Havana, Cuba, would be glad to hear from Canadian exporters of goods which would sell in the Cuban markets.

799 **Shoe Lasts, Chair Seats, etc.**—A prominent firm of export forwarding agents in New York City is in the market for shoe lasts in the rough; also for built-up panels and chair seats for export trade.

800 **Show Cases.**—A South African firm of shop front fitters, etc., desires to be placed in touch with Canadian exporters of show cases; these must be artistic, with light appearance, and absolutely dust-proof. Ocean freight rates to Delagoa Bay and Durban.

801 **Show Cases.**—A South African firm of shop front fitters desires to be placed in touch with Canadian exporters of show cases. These must be artistic, with light appearance, and absolutely dust-proof. Ocean freight rates to Durban and Delagoa Bay.

802 **Show Cases.**—A South African firm of shop fitters, etc., desires to be placed in touch with Canadian exporters of show cases; these must be artistic, and of light appearance, and absolutely dust-proof. Ocean freight rates to Durban and Delagoa Bay.

803 **Table Salt.**—A Newfoundland commission merchant wishes to hear from exporters of table salt.

804 **Threshing Machinery (without the engine).**—A large South African firm of general engineers desires to be placed in touch with Canadian exporters of threshing machinery, without the engine. Quotations f.o.b. and ocean freight rates to East London, Durban and Delagoa Bay.

805 **Wash Boards.**—A South African firm of general importers desires to be placed in touch with Canadian shippers of wash boards, fitted with either wood, enamel, zinc or glass. Ocean freight rates to East London and Durban.

806 **Washing Machines, Wash Boards and Other Woodenware.**—A South African firm of hardware merchants desires to be placed in touch with Canadian shippers of washing machines, wash boards and other woodenware. Ocean freight rates to Durban and Delagoa Bay.

807 **Washing Macnines, Wash Boards.**—A large and strong South African firm of general importers desires to be placed in touch with Canadian shippers of washing machines and wash boards. Ocean freight rates to East London, Durban and Delagoa Bay.

808 **Wire Strainer Patent.**—Australian owners of a patent fence wire strainer and joiner wish to dispose of their Canadian patent to a Canadian company. This contrivance can only be used on coiled wire fencing.

809 **Wood Dowels.**—A Yorkshire firm would consider prices and particulars from Canadian manufacturers of wood dowels.

810 **Wooden Goods.**—A large and strong South African firm of general importers desires to be placed in touch with Canadian shippers of wooden goods, such as sieves 14 in., 16 in. and 18 in., and from 24 to 40 mesh. Ocean freight rates to Durban and Delagoa Bay.

811 **Wood Split Pulleys.**—A Manchester firm, now buying in the United States, asks for catalogues and prices of wood split pulleys from Canadian manufacturers.

SPECIAL ENQUIRY.

Scap Plant Experienced Organizer.—Graduate of English University, three years on this side, with Canadian and American experience, four years assistant manager in large British soap firm, wants to organize soap works or take executive position in soap plant.

AMONG THE INDUSTRIES

ONTARIO.

Simcoe is to have a new public library.

A site has been secured in Ottawa for a new fire hall.

Plans are being prepared for a new school building in Midland.

Contracts have been let for the Nursery Shoe Factory in St. Thomas.

The Presbyterian church of Orillia will spend $35,000 on a new building.

Dominion Felts, Ltd., will build a new factory in Elmira this summer.

A brick school will be built at Eastview, Ont., at a cost of $12,000.

D. F. Jones Manufacturing Co., Gananoque, will extend their plant.

Ingersoll will buy the privately-owned electric light plant now in operation.

The North American Smelting Co. may establish a smelting plant at Kingston.

The International Harvester Co., Hamilton, will build an addition to their plant.

The Quaker Oats Co. will build a new elevator at Peterborough at a cost of $90,000.

Contracts have been let for the construction of the new C. P. R. shops at Fort William.

The Crown Electrical Manufacturing Co. will erect a factory in Brantford this summer.

Stratford will spend $75,000 on their transformer station in connection with the Hydro-Electric scheme.

The ratepayers of Port Colborne have voted in favor of making a loan of $10,000 to a new cork factory.

The Watt Manufacturing Co., whose plant at Ridgetown was destroyed by fire, will establish their new factory at London.

The United Textile Corporation, a United States concern, are considering the establishment of a Canadian plant. Toronto is favored.

The Beaver Valley Woollen Mills will take over the business of the Ontario Blanket Co., at Clarksburg, Ont., and will erect a new fire-proof mill.

It is reported that the James Power Co., whose headquarters are Toronto, will build a factory in Ottawa for the manufacture of motor-car requisites.

A. A. Barthelmes & Co., Toronto, manufacturers of piano actions, will build a five-storey factory in that city.

A planing mill owned by John Pierson, of Stevensville, Ont., was destroyed by fire, causing a loss of $10,000.

The Morrisburg Tack Co., after they have completed improvements now under way, will add a nail plant.

The Kilgour Couch Co., of London, will move to Stratford and will occupy part of the factory building recently taken over by the Imperial Rattan Co.

QUEBEC.

A new C. P. R. station will be built at Mile End, P.Q.

The Holland Varnish Co. will build a factory in Montreal.

The Martin-Senour Paint Company will build a new factory in Montreal.

The Crescent Manufacturing Co., Montreal, are building a new factory.

The Parisian Corset Company's new building in Quebec will cost about $15,000.

The Molsons Bank will erect a branch bank building on Ontario and Lasalle Streets, Montreal.

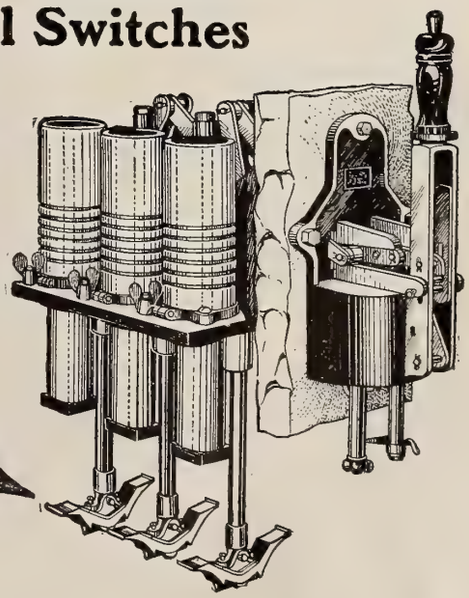
The Bank of Montreal will erect a large office building in Quebec. The site has already been selected.

CONDIT Circuit Breakers and Oil Switches

meet the demand for a safe device to control potentials up to any voltage required. They are made in both the automatic and non-automatic types, the former being so arranged that it cannot be held closed when an overload or a short circuit exists on the line.

On request, we send Free Booklet No. 211 containing the full particulars.

THE accompanying illustration of Type D, Automatic A. C. Oil Circuit Breaker, to control potentials not exceeding 15,000 volts, shows our well-known laminated, brush contacts which allow ample contact surface and permit a wider opening, thereby ensuring a more reliable rupture.



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CANADA FOUNDRY COMPANY, LIMITED

HEAD OFFICE AND WORKS: TORONTO

DISTRICT OFFICES
WINNIPEG VANCOUVER
CALGARY ROSSLAND


STEAM LOCOMOTIVES

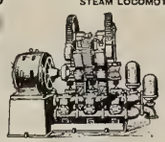

ELECTRIC LOCOMOTIVES


RAILROAD BRIDGES


STEEL BUILDINGS


STEAM SHOVELS

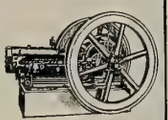

WRECKING CRANES

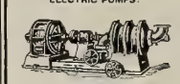

ELECTRIC PUMPS


AIR COMPRESSORS


DAVENPORT WORKS, CANADA FOUNDRY COMPANY, LIMITED

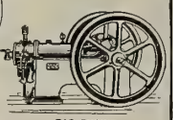

WATER TUBE BOILERS

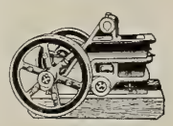

GASOLINE ENGINE

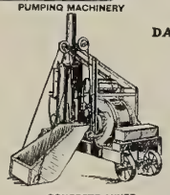

TURBINE PUMPS


PUMPING MACHINERY


STEAM BOILERS


GAS ENGINE


STONE CRUSHER


CONCRETE MIXER

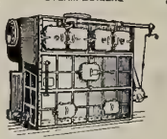

DRINKING FOUNTAINS


GATE VALVES


HYDRANTS


GATE VALVES

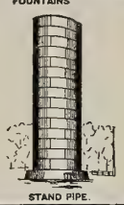

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GAS PRODUCERS


ROAD ROLLER


BRONZE DOORS


STAND PIPE


CAST IRON PIPE


FOUNTAIN


WATER TOWER


FIRE ESCAPE


BRONZE RAILINGS


WROUGHT IRON FENCES

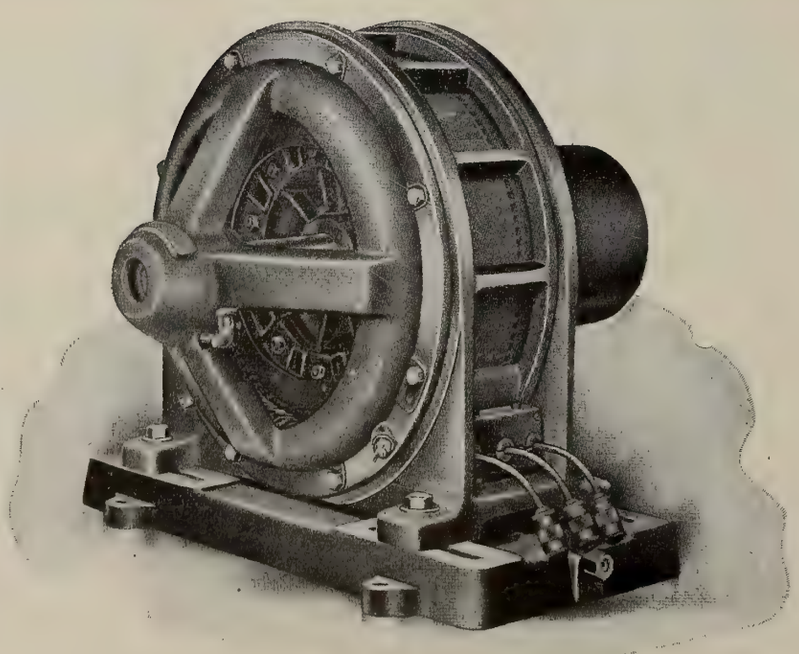
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Skeleton Frame

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High Efficiency Over Wide Load Ranges

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CANADIAN GENERAL ELECTRIC CO., Limited

Head Office, TORONTO

MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND

The Yorkshire Insurance Co. have received tenders for the office building which they are about to erect in Montreal.

A company of which G. A. Grier and Lieut-Col. Labelle, Montreal, are members, are reported to be about to build a flour mill on the Lachine canal, with a capacity of 2,500 barrels a day.

The Eastern Canada Steel and Iron Works, of which Rudolphe Forget, Montreal, is President, will erect a large plant in Quebec. The capital of the company is $200,000. Land for a site along the line of the C. P. R. has been secured, and the plans have been approved.

MARITIME.

James Hillis & Sons' foundry, Halifax, N.S., was damaged by fire to the extent of $20,000.

The contract for the new mill for The Dominion Iron and Steel Co., Sydney, N.S., has been awarded to the Morgan Construction Co., Worcester, Mass.

THE WEST.

O'Farrell & Kelly will build a warehouse in Edmonton.

The C. P. R. are building a freight shed in Brandon, Man.

The Bank of Commerce will erect a branch at New Westminster.

P. Burns & Co. will erect a refrigerator plant at Prince Rupert.

The Saskatchewan Milling Co. will erect a $75,000 flour mill at Saskatoon.

T. Revillion, of Edmonton, will build a seven-storey office building in Calgary.

A street railway system will be installed by Ottawa capitalists in Moose Jaw.

The Imperial Oil Company's warehouse at Laird, Sask., was destroyed by fire.

Blackwood Brothers' Brewery, Winnipeg, was destroyed by fire recently, with a loss of $100,000.

Contracts have been awarded for the extensions to the C. P. R. freight sheds at Moose Jaw, Sask.

The Merritt, B.C., Electric Light and Power Co. will install an electric light plant at a cost of $15,000.

The warehouse belonging to Foley Bros., Larsen & Co. at Winnipeg was injured by fire to the extent of $300,000.

According to information to hand the Overland & Brush Automobile agent has made arrangements to build a large garage in Moose Jaw, and a number of workmen are proceeding at once to rush the work so as to have the building completed in the course of a month.

The Moose Grocery Co.'s new warehouse premises at Moose Jaw are rapidly approaching completion, while the Bellamy Furniture Co.'s premises on High Street West are also being rushed forward, and the company will shortly move into and continue business in this handsome new store.



"An ounce of prevention is better than a pound of cure—A fireproof roof oft-times is better than insurance."

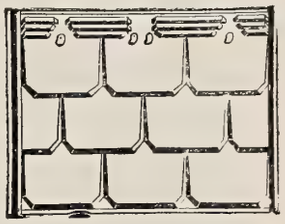
—The Philosopher of Metal Town.

A Fireproof Roof

has saved many dollars by fire—has prevented many a disastrous conflagration.

You may get insurance but consider the additional loss in the time occupied in rebuilding and restocking. Prevent all this by roofing your buildings with

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Send for "Bedtime." a book about Bedsteads

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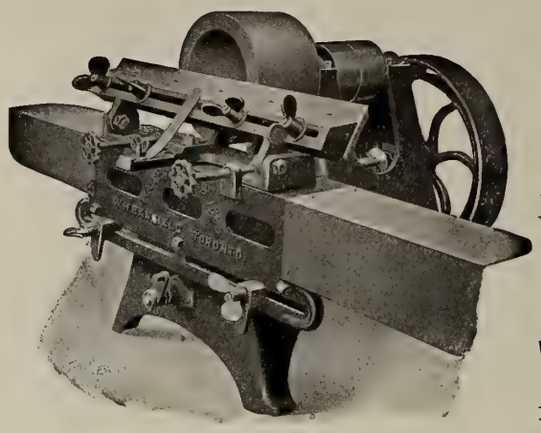
TRADE MARK ON EVERY BED

Beds of Quality

Artistically Constructed

Beautifully Finished

The important contracts for the construction of the Provincial Government Telephone and Land Titles buildings in Moose Jaw have both been awarded to the local firm of Messrs. Navin Brothers. These contracts were competed for throughout the Province and that of Manitoba. That local men can secure them in face of such competition speaks well for the city. It is the intention of the successful tenderers to start on the telephone exchange building immediately, which they hope to have completed by September 1st, while the Land Titles building should be finished by the end of the present year. The figures of the contracts are $25,713 for the telephone building, and $35,920 for the Land Titles office, which, though smaller than the exchange, has to be built absolutely fireproof. The use of wood in its construction is practically prohibited.



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Knife Grinder

Entirely Automatic
Saves Time and Money
Will Grind 6 in. to 26 in. long.
Does Not Draw Temper

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EVERY GOOD HARDWARE SHOP SELLS

PAINT *and* **VARNISH**

MADE BY THE CANADA PAINT COMPANY

The CANADA PAINT COMPANY, Limited.

ONTARIO.

It is reported that a gas engine factory will be established in Dundas, Ont.

The Mutual Life Assurance Co. will build a $175,000 office block in Waterloo.

A plant for the manufacture of concrete blocks will be erected in Thorold.

A pork packing plant will be erected in Guelph by Messrs. Barber and Johnston.

The International Acheson Graphite Co. will erect a Canadian branch in Niagara Falls.

The Tobin Arms Manufacturing Co. of Norwich, Conn., will open a Canadian branch in Woodstock, Ont.

The Gage-Harrison saw mills at Burk's Falls were destroyed by fire recently, with a loss of $12,000.

It is reported that Parry Sound will secure a branch factory of the Guelph Patent Cask Co. of Wolverine, Mich.

The Chatham Board of Trade is negotiating with United States capitalists on a proposition for the establishment of a beet sugar factory.

Mr. A. D. Dame, formerly sales manager of the Galt Art Metal Co., has accepted a position with the Expanded Metal Co., Toronto.

The Good Roads Machinery Company's bonds to the extent of $40,000 will be guaranteed by the town of Goderich. The company will establish a plant there at once.

It is announced that P. J. Noel, a manufacturer of Merrill, Wis., will establish a plant for the manufacture of woodenware, boxes and excelsior in Fort Frances, Ont.

WORK FOR 8,000 UNDER PATENTS ACT.

By reason of the Patents and Designs Act of 1907, some 8,000 men and women workers have found employment in factories established in Great Britain by foreign manufacturers. These firms have been obliged to adopt this course in order to preserve patent rights which they had acquired in Britain, but were not working to the desired extent.

A firm of surveyors and auctioneers, who have been engaged since the introduction of the Act in negotiating with foreign manufacturers for the purchase of sites and buildings, supply some interesting results. These cover the whole ground, and present in succinct form the beneficial operations of Mr. Lloyd-George's Act.

The following are the figures:

Value of land and premises acquired in England	$943,250
Amount expended and being expended in the erection of buildings, housing of work-people, etc.	1,453,750
Amount expended and being expended on plant, machinery and equipment	2,054,860
Number of work-people of both sexes employed	8,000
Amount paid in wages per week	8,700
Number of firms working	50



J·L·JONES ENGRAVING CO.



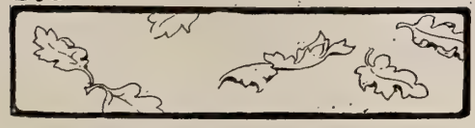
WOOD & PHOTO ENGRAVING AND ELECTROTYPING FOR ADVERTISING PURPOSES



168 BAY STREET TORONTO CANADA



ILLUMINATED ADDRESSES FROM $5.00 UPWARDS



A Good City
is a
Small City
that is certain to grow into
A Big City

That is where all the easiest fortunes are made. It is what is happening in

Moose Jaw

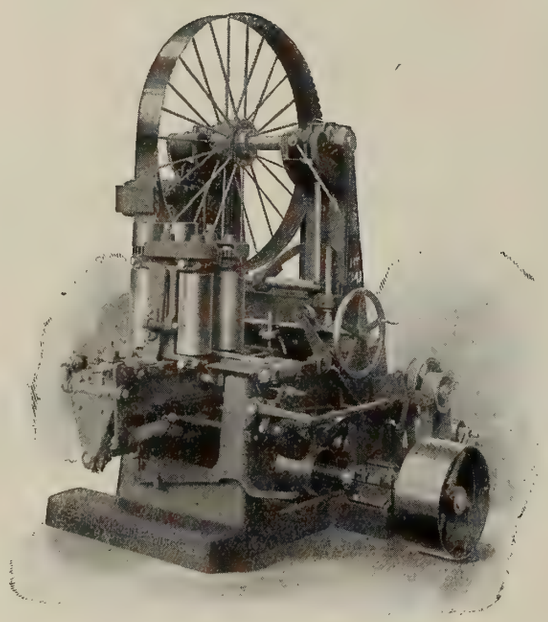
already the leading Saskatchewan city. Moose Jaw has all the ear-marks of a big city in the making ; the expansion in building and business is so immense that it cannot be handled thoroughly. There are new business places opening in Moose Jaw every day, and all are kept busy.

We want and are crying for factories particularly—of any type which can do business in the midst of a money making agricultural province, but we want you also, so long as you are an honest citizen. No matter what your line, you will succeed

R. A. KIRKWOOD
Secretary Moose Jaw Board of Trade
Moose Jaw, Saskatchewan

Berlin Quality Counts

What we Offer in a "Utility" Resaw



Several years ago we became interested in the future of the Band Saw business, and, after having studied the field closely, established a Band Saw Department, and then proceeded to hire the best mechanical talent in the country.

A careful study of conditions and competitive machines brought us to this fact: that the machines offered were not built as good as possible and then sold at a reasonable price—they were built to sell at a certain price.

We know that a policy of that nature could not make good to the fullest extent. So instead of putting on wheels that are cast (rim, hub and spokes) together, we made a radical departure—actually had STEEL RIMS made elsewhereat a greater cost for the rim alone than we could have cast an entire wheel.

We found that staggered steel spokes in combination with the steel rim, would give a perfectly balanced, very stiff, light-running wheel. That was a point scored for us.

Then the straining devices in use at that time were cumbersome, weighted, etc.—everything but simple. We remedied this by perfecting the simplest straining device on the market. Every part is balanced over knife edges, and the force is exerted in straight lines—direct from weight to fulcrum and from fulcrum to upper bearings.

Other points—the superiority of which can be seen by even a novice—are the Variable Speed Device, Safety Saw Guide, Frame Without Overhang, Double Wheel Bearings, Roll Construction—in fact there is no reason why we shouldn't be busy in our Band Saw Department.

The "341," cut of which is shown, carries a 6-inch blade, and because of its having the lightest wheels and carrying a short saw, it has the greatest capacity of any machine in its class, and in many classes of work we will put it up against any 8-inch blade.

It has all the good features of our heavy saws combined in a medium-priced, medium-sized machine. It will do twice the work of a circular resaw and make better lumber. It is the busiest machine in any planing mill or box factory.

But the "341" is just one of our big line. Just write us for details of any kind of a Band Resaw you require.

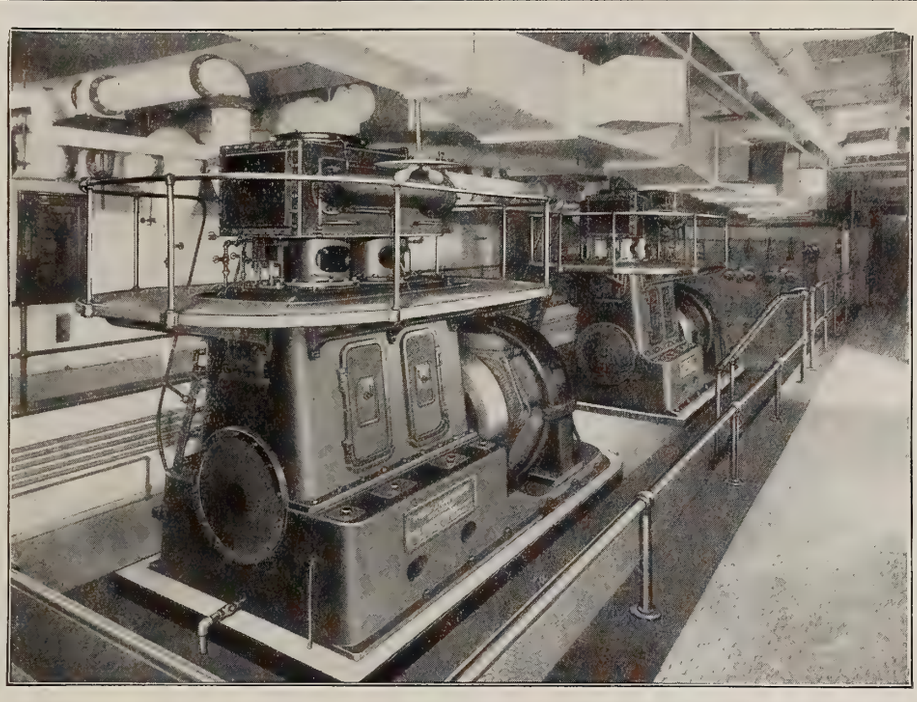
Ask us to send your operator a copy of our booklet "Fitting and Operating Band Saws." It is a booklet well worth his careful reading.

Berlin Machine Works, Limited

Hamilton - Canada

Builders of Berlin

Sanders, Sizers, Matchers, Moulders, Surfacers, Planers, Jointers, Edgers, Rip-Saws, Resaws



Has Cost Nothing .... For Repairs ....

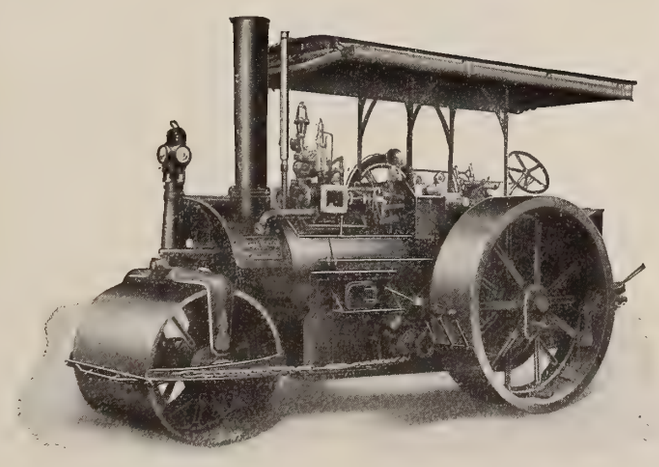
A CUSTOMER SAYS :

"We have used one of your Vertical High-speed Engines, English type, forced lubrication, since 1907. The engine runs at 425 revolutions per minute almost constantly, night and day. It has given us every satisfaction, and so far has cost us nothing for repairs."

ROBB ENGINEERING CO., Limited, Amherst, N.S.

DISTRICT OFFICES
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Traders Bank Building, TORONTO; Wm. McKay, Manager.
Union Bank Building, WINNIPEG; W. F. Porter, Manager.
609 Grain Exchange Bldg., CALGARY; J. F. Porter, Manager.

"A Pioneer in the Good Roads Movement"



A NEW CATALOG

Our new twenty-page catalog of the Waterous Steam Road Roller has just been received from the printers.

This booklet is handsomely illustrated from actual photographs and shows the Roller as it really is, how it is built, and the work it will do.

It contains a detailed description of the special features of this machine—the features that have made the "Waterous" the standard of Roller construction in Canada.

If you are interested, send for it.

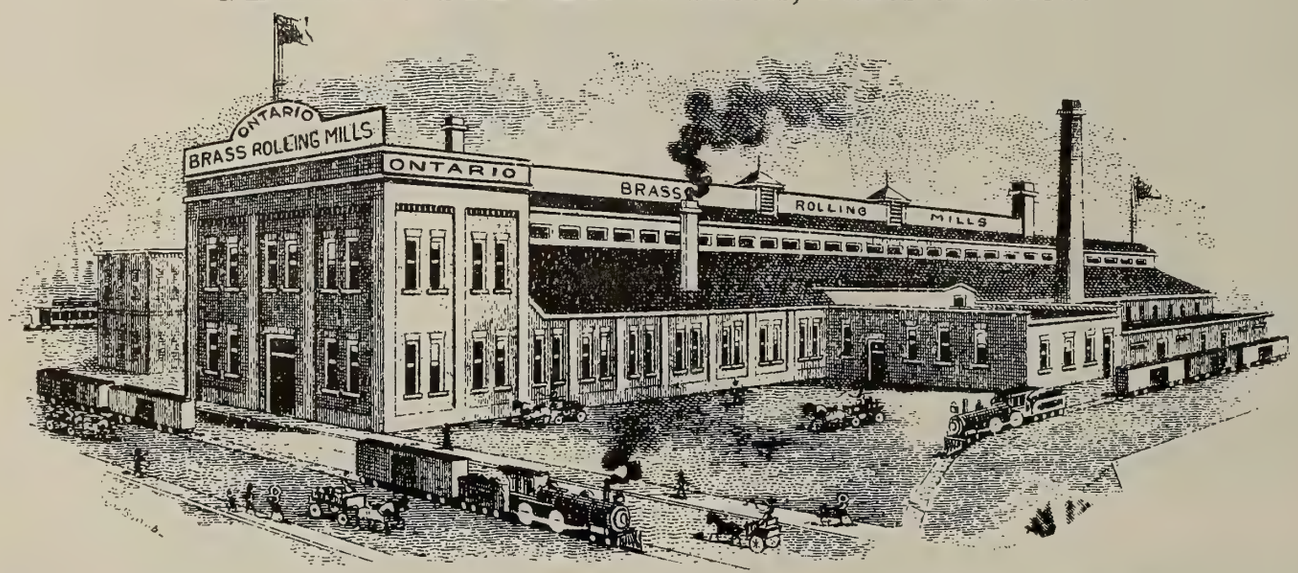
No. 301

THE WATEROUS ENGINE WORKS COMPANY, BRANTFORD, CANADA

The Ontario Brass Rolling Mills

LIMITED

Manufacturers of BRASS, COPPER, BRONZE and GERMAN SILVER in Sheets, Plates and Rods



The product manufactured by this Mill is giving the greatest satisfaction to every manufacturer, buying OUR METAL. Our repeat orders are larger every time. Extensive additions have been made to our Buildings and more promoted. Much new and modern machinery has been installed, so that we are now in a position to fill quickly every order given us.

GIVE US A CHANCE to figure on your next requirements. PATRONIZE CANADIAN INDUSTRIES.

Mills and Offices — NEW TORONTO, ONTARIO

ANNOUNCEMENT

We wish to announce to our Customers and the Manufacturing Trade in General, that the undermentioned concerns have been amalgamated under the name of the **"CANADA BOLT AND NUT CO., LIMITED,"** with Head Office at Toronto, viz :

Toronto Bolt and Forging Co., Limited	
Bolt and Nut Works	Swansea
Rolling Mills Department	Sunnyside
Drop Forging and Carriage Hardware Department	Gananoque
Gananoque Bolt Co., Limited	Gananoque
Brantford Screw Co., Limited	Brantford
Belleville Iron & Horse Shoe Co., Limited	Belleville

THE PRODUCTS OF THESE FACTORIES COMPRISE THE FOLLOWING LINES :

BOLTS—Carriage, Machine, Track, Stove, Tire
NUTS—Hot Pressed, Square and Hexagon
Clips, Couplings and Drop Forgings
Bow Sockets, Rails and Braces
RIVETS—Boiler, Bridge and Carriage
SPIKES—Ship, Track and Drift
Wood Screws, Wire, Bright and Annealed
Horse Shoes, Bar Iron and Steel

On behalf of the Amalgamated Companies, we desire to express our appreciation of your liberal patronage in the past, and trust the new organization, with their improved facilities and increased output, may merit a continuance of your esteemed favors.

Please address all communications to the Head Office, Toronto, Ontario.

Canada Bolt and Nut Co., Limited

TORONTO, - - - CANADA.

50 SWITZERLANDS IN ONE



CANADIAN ROCKY MOUNTAINS

MORAINE LAKE

Near Lake Louise Hotel, in the Canadian Rockies, is this wonderful Morain Lake. Words fail to tell of the beauty of this region, which is one of the scenic marvels of the world. Here a most delightful vacation may be enjoyed. A paradise for the mountaineer, geologist, naturalist and mineralogist.

Send for "Challenge of the Mountains."

COMFORTABLY REACHED BY THE LUXURIOUS TRAINS OF THE

CANADIAN PACIFIC RAILWAY

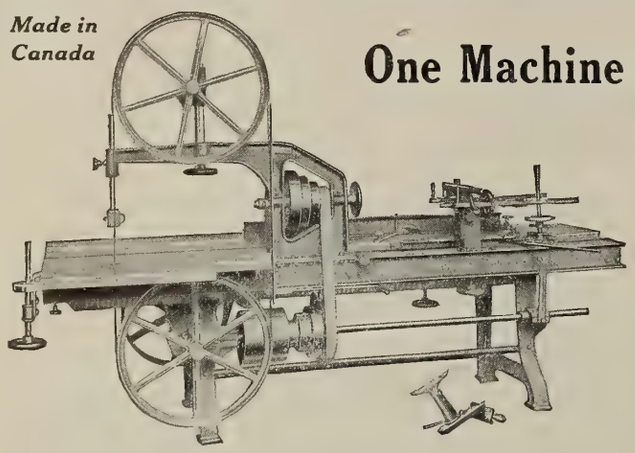
ROBERT KERR PASSENGER TRAFFIC MANAGER
MONTREAL.

CRAIN COMBINATION WOODWORKER

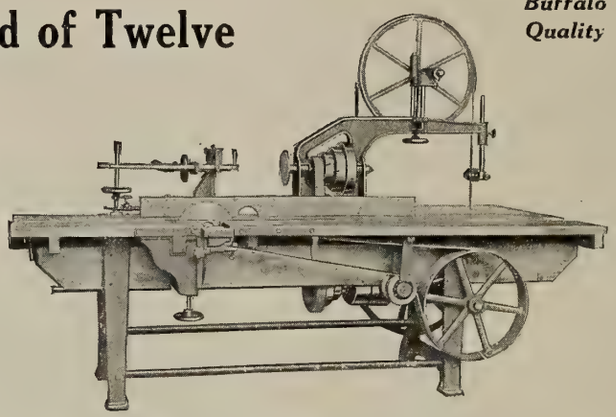
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One Machine Instead of Twelve

Buffalo Quality



View Showing Lathe and Band Saw Side of Woodworker



View Showing Circular Saw and Planer Head Side of Woodworker

This woodworker combines in a machine occupying a floor space $3\frac{1}{4}$ x $9\frac{1}{2}$ feet, all the operations possible on the following individual machines: Lathe, Boring Machine, Drill, Band Saw, Rip Saw, Cross-cut Saw, Planer, Sander, Sizer, Equalizer, Shaper, Tenoner. No extra attachments are required. It is only necessary to insert the necessary tool, just as on the individual machine.

Write for Catalogue 178 C.M. Sec. H.

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MONTREAL, QUEBEC



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BY

The Simplest and Most Economical System Known

THE

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Consisting of

A Pipe Coil Heater, using exhaust or live steam, or both, which can be arranged for gravity return to a boiler located on the same floor.

A Blower, fitted with Sheldon Multivane Runner, which can be operated by any convenient power, most economically by a Direct Connected Engine, the actual operating cost of which amounts to only a small percentage of the heat in the system passing through the fan engine, the remainder being utilized in the heater, into which the engine exhausts.

Fan, Heater and Engine are centralized in one compact apparatus.

The Fan can be so arranged to take all or any part of its air supply from outside or inside the building, as desired.

The warm air is conveyed through ducts or flues and distributed throughout the entire building.

Let Us Tell You More About It

SHELDONS LIMITED — Galt, Canada

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"The Toronto Engraving Co. Limited,"

we have decided that it is advisable to consolidate our interests and those of

"The Graphic Press"

(the latter a thoroughly equipped modern Printing Department) into one concern, to be known as

"BRIGDENS Limited."

A new name is essential, as neither of the old is properly descriptive of our new facilities, which now enable us to not only Design and Engrave, but Print and deliver the catalog, booklet, or other work, complete—from the pencil sketch to the mailing envelope.

The personnel and the principles of the firm remain the same, and as they have commanded a reasonable success in the past, we have every confidence in our future, trusting to hold not only our old customers, but to acquire many new ones by this enlargement of our field.

Sincerely yours,

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It is easy enough to make claims for a product, but it is not so easy to produce a product that will prove these claims true.

We have been making varnishes for over forty years—throwing all our ability and experience into the betterment of our product.

Standard Varnishes are considered the world's best by those best able to judge.

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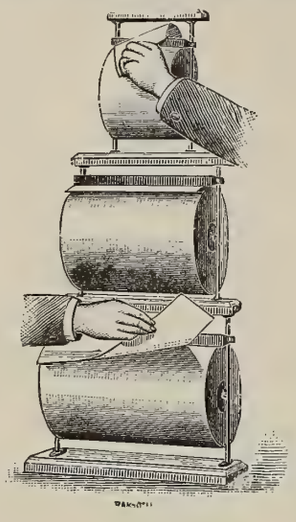
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ARE YOU A TANNER? Want something heavy, tough, non-absorbent? We make it.

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Wrapping Paper is our specialty. Let us know your wants and we will do the rest.

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Manufacturers can reduce the possibility of accident to workmen to the minimum by protecting their machines with

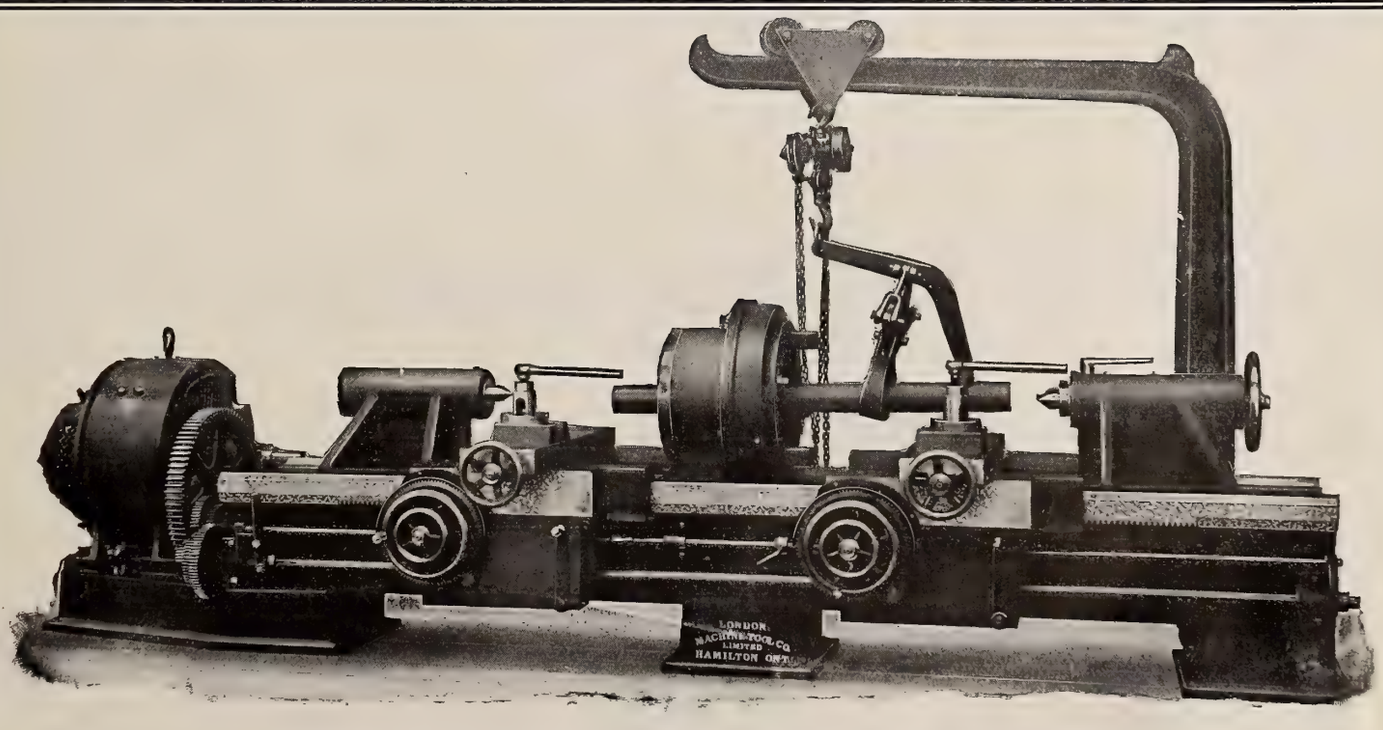
Greening's Wire Guards

Greening's Wire Guards have saved many workmen from injury and their employers from law suits.

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Our facilities are so perfect that we can guarantee prompt delivery at very moderate prices. We solicit your enquiry.

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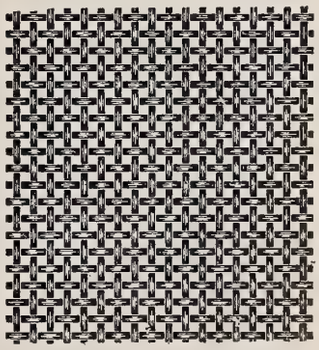
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There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

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LAST LONGER

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Tell us the service you want performed and we will supply you with an abraser that will save you time, money and worry.

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Made by The J. C. McLaren Belting Co.

Made in Canada from British Stock

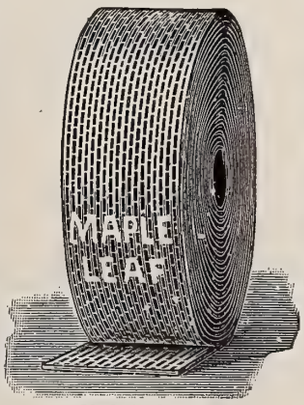


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***The* Strongest, Truest Run... Most Economical Drive Belt on *the* Market is**



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All Canadian Cities
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HEAD OFFICE, TORONTO ESTABLISHED 1867

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ALEXANDER LAIRD, General Manager

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and the exact amount payable in **Austria, Belgium, Denmark, France, Germany, Great Britain, Holland, Italy, Norway, Russia, Sweden** and **Switzerland** is stated on the face of each cheque, while in other countries they are payable at current rates.

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Cold Drawn and Die Rolled Steel
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Cold Twisted Steel Bars for Concrete Reinforcement

The **CANADIAN DRAWN STEEL CO.**, Limited
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MADE IN CANADA

THE STEEL RAIL MILL OF

The Algoma Steel Co., Limited, Sault Ste. Marie, Ont.

IS NOW IN OPERATION AND TURNING OUT

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Steel Rails

OF HIGHEST QUALITY

Your Specification will have our best attention

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General Sales Agents
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LARGE STOCK OF

Rounds, $\frac{1}{16}$" to 6"
Squares, $\frac{1}{4}$" to $2\frac{1}{2}$"
Flats, $\frac{3}{16}$" x $\frac{1}{8}$" to 3" x $1\frac{3}{4}$"
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Office and Works: *Hamilton, Canada*

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The Consolidated Mining and Smelting Co. of Canada, Limited

Business Office and Works: TRAIL, BRITISH COLUMBIA

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Purchasers of all Classes of Ores.

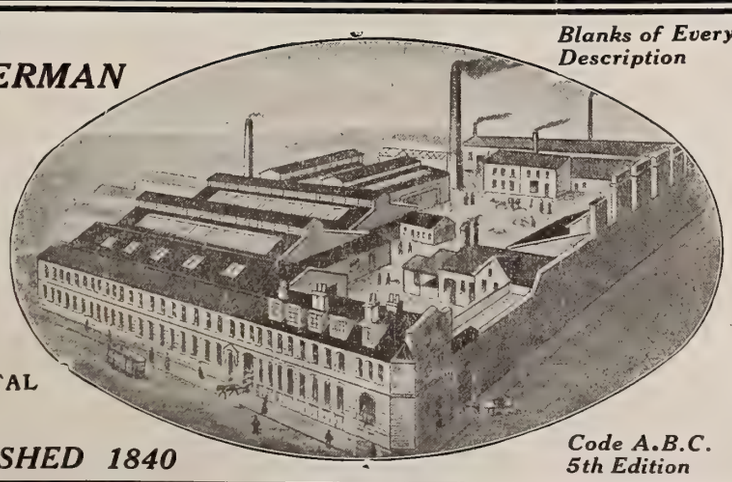
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GERMAN SILVER
COPPER
BRASS
PLAIN ROLLED AND ORNAMENTAL WIRES

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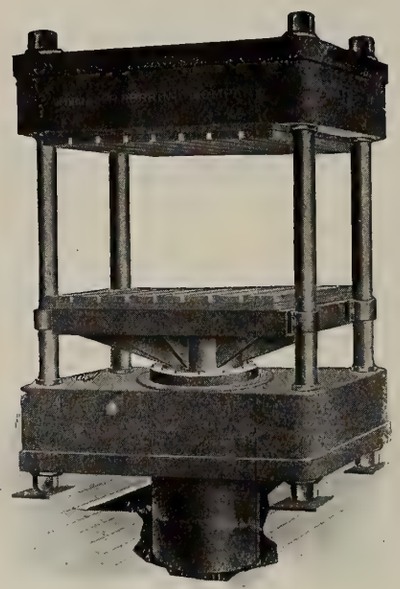
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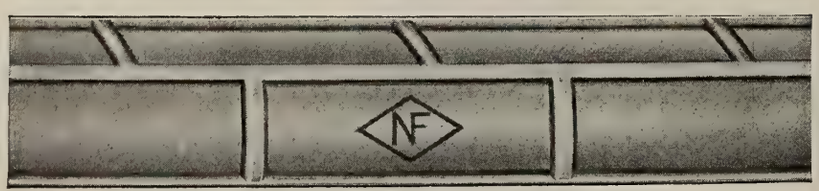
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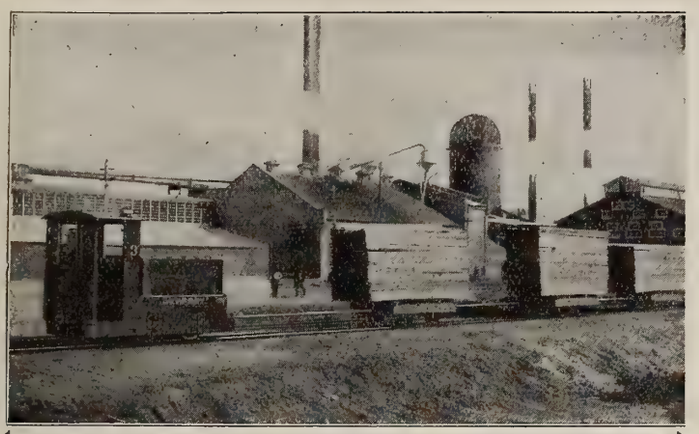
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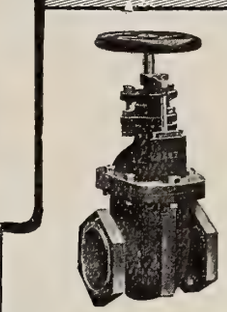
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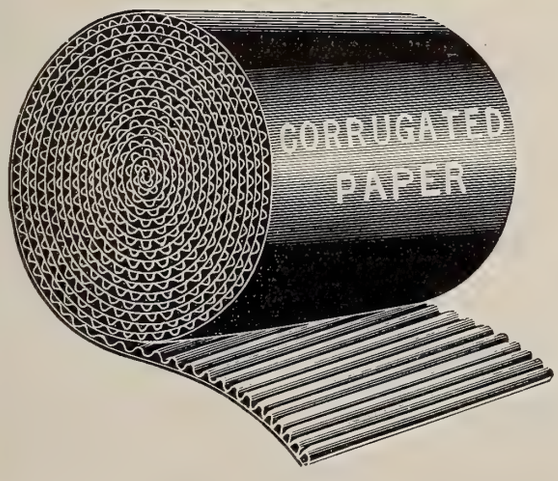




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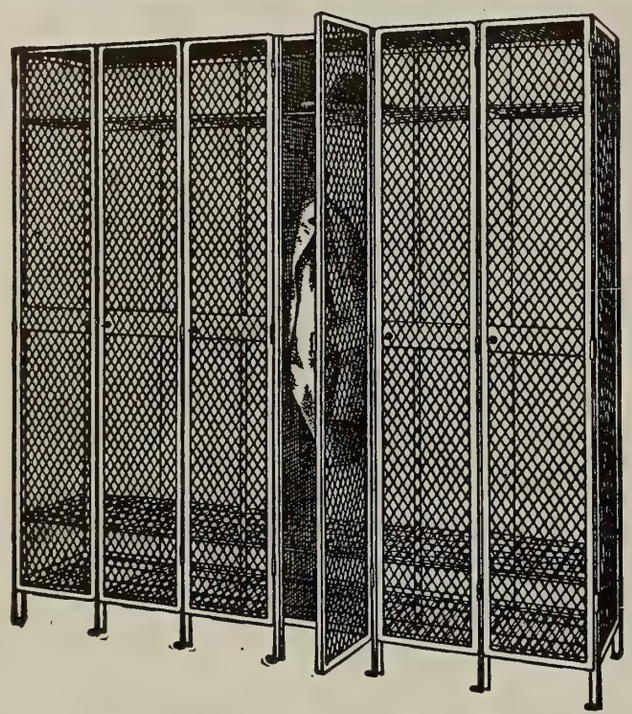
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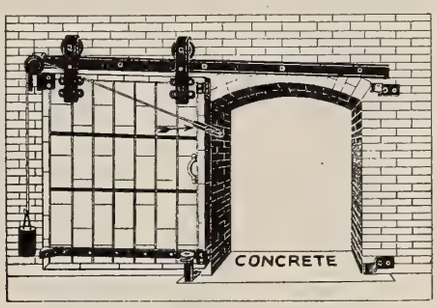


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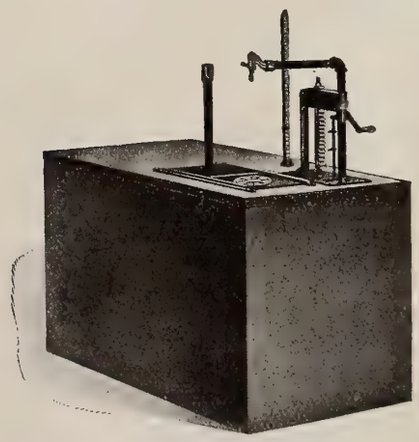
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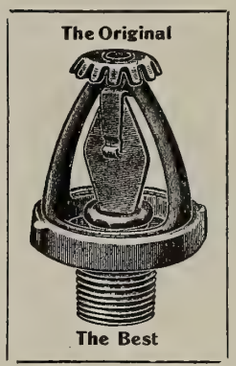
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Steel Commercial Trunks a specialty.

THE M. LANGMUIR MANUFACTURING CO. OF TORONTO, Limited.
Trunks and Travelling Bags, Telescope Cases, Suit Cases, etc. Steel Sample Cases.

TYPEWRITERS

UNITED TYPEWRITER CO., Limited.
7-9 Adelaide St. East, TORONTO.
Sole dealers in "Underwood" Typewriters; also all other makes, new and second-hand; manufacturers of Neostyle Duplicating Machines and supplies. Write for price list.

VARNISHES

THE IMPERIAL VARNISH & COLOR CO., Limited, TORONTO
Manufacturers of
Varnishes, Japans, Fillers, Paints, Enamels, Stains, etc., for all uses.

International Varnish Co., Limited
TORONTO.
Makers of High Grade Varnishes, Japans, etc.
BRANCH OF
STANDARD VARNISH WORKS,
New York, Chicago, London, Berlin, Brussels.

WAGONS AND CARTS

The WILKINSON PLOUGH CO., Ltd., TORONTO, Canada.
Wagons, a full line.
The West Lorne Wagon Co. controlled by The Wilkinson Plough Co., Ltd.
Prices on application.

WINDOW SHADES, ETC.

GEO. H. HEES, SON & CO, Ltd.,
Manufacturers of
Window Shades, Upholstery Goods, Lace Curtains, Curtain Poles, Fixtures, etc.
Office and Showrooms,
71 BAY STREET, TORONTO.

DALY & MORIN
Manufacturers of
Window Shades Shade Cloth
Curtain Poles and Trimmings
32 St. Sulpice St. - - - MONTREAL
Factory - - LACHINE.

WIND MILLS—STEEL

GOOLD, SHAPELY & MUIR CO, Limited.
BRANTFORD, CANADA.
Galvanized Steel Pumping and Power Windmills, Gas and Gasoline Engines. Grain Grinders, Iron and Wood Pumps, Tanks, Water Supplies, Custom Galvanizing.
Automatic Concrete Mixers.

ONTARIO WIND, ENGINE & PUMP CO., LTD., TORONTO.
WINDMILLS, PUMPS, GASOLINE ENGINES, TANKS AND SUBSTRUCTURES, WATER SUPPLY APPLIANCES, GALVANIZING.

WIRE CLOTH

C. H. JOHNSON & SONS, Limited
St. Henry, Montreal
Makers of
IRON BRASS and COPPER
WIRE CLOTH

WIRE WORK

THE GEO. B. MEADOWS TORONTO WIRE, IRON AND BRASS WORKS CO., Limited, TORONTO, ONT.
Established 1854. Office, 479 Wellington St. W.
Wire Cloth, Wire Work, Ornamental Wrought Iron Work, Fencing, Bank and Office Railings, Window Fixtures, Elevator Guards, Mining Screens, Riddles

WOOL

ROSAMOND WOOLLEN CO.,
ALMONTE, ONT.
Manufacturers of Worsted Coatings, Suitings and Serges. Fancy Tweeds and Overcoatings in Wool only.

Cable Address "Therson" Toronto *Telephone Main 2863*

THOMSON, TILLEY & JOHNSTON

BARRISTERS, SOLICITORS, etc.

D. E. THOMSON, K.C. - STRACHAN JOHNSTON - W. N. TILLEY
ARTHUR J. THOMSON R. H. PARMENTER

SOLICITORS FOR THE CANADIAN MANUFACTURERS' ASSOCIATION

Offices—Toronto General Trusts Building *TORONTO*
59 Yonge Street *Canada*

Vol. X., No. 12. JULY, 1910. $1.00 per Year.

INDUSTRIAL CANADA



H. M. George V.

"THE same causes which render it necessary for individual firms to spend large sums of money in advertisements, in order to maintain their position in a particular trade, also render it imperative that every effort should be made at the present day to maintain and improve the reputation of British Manufacturers as a whole. Experience has shown that even in the case of firms having an established reputation and world-wide connections, attempts to discontinue advertising have usually been followed by a diminution of the sales effected, and it is not unreasonable to assume that the neglect by Great Britain of one of the most important forms of national advertisement would be equally detrimental to her interests as a manufacturing country."

—Extract of Speech by King George, April 5, 1909.

We are experienced in good, aggressive, salesmaking advertising. Our experience and advice are at your disposal any time, anywhere.

J. J. Gibbons, Limited

Newspapers, Tradepapers, and all Outdoor Advertising

TORONTO
119 Wellington Street West

MONTREAL
La Presse Building

Cable Address, "Gibjay" Toronto. Code: A.B.C. 5th edition

PUBLISHED BY THE CANADIAN MANUFACTURERS ASSOCIATION INCORPORATED.
HEAD OFFICE TORONTO. BRANCH OFFICES, MONTREAL, WINNIPEG, VANCOUVER, HALIFAX, QUEBEC.

McKINNON

Electric Welded Coil Chain

Cut Exact to Size



Design Patented

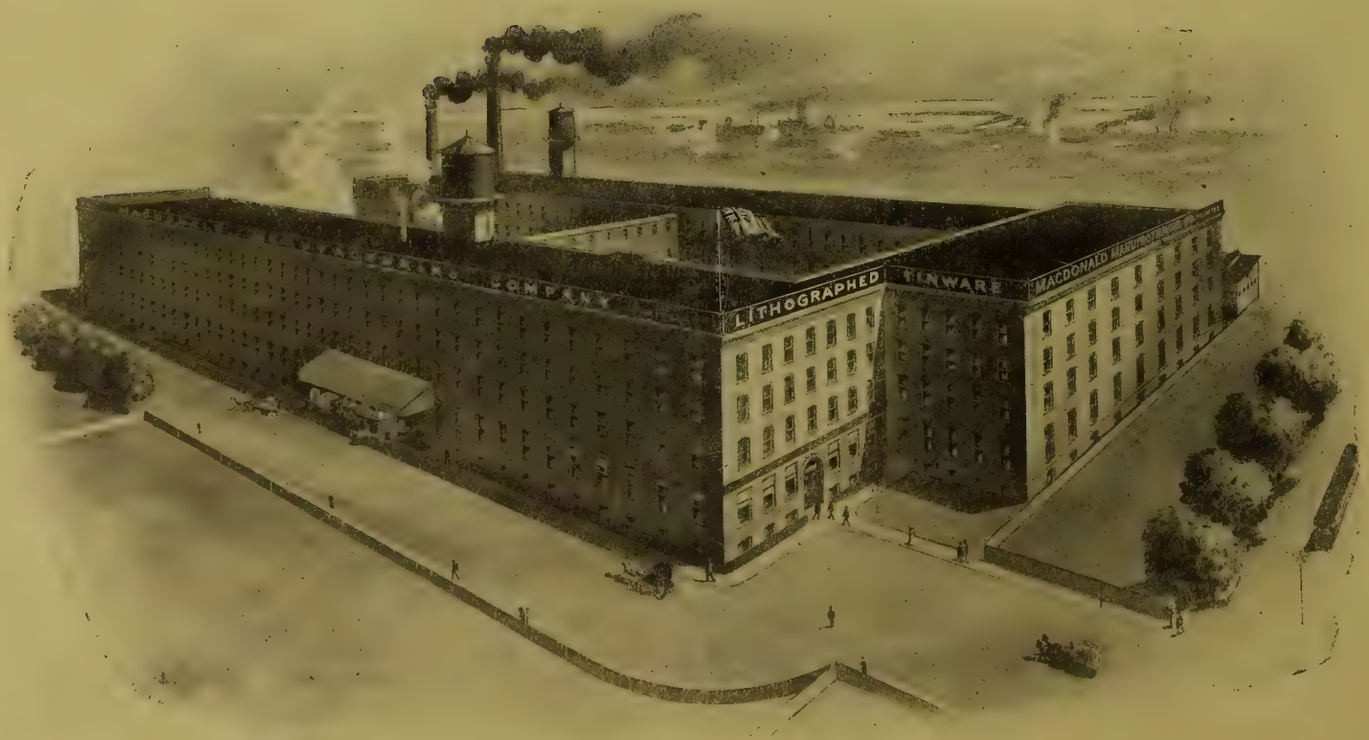
NOTICE THE SWELLED WELD

We guarantee our **Electric Welded Common Chain** of any stated size to pull more than one size larger of any other make of common chain. Our BB and BBB qualities are similarly guaranteed.

See that you get the SWELLED-WELD

McKINNON CHAIN COMPANY

Buffalo, N.Y. - - - St. Catharines, Ont.



We think quality just as important in tinware as anything else. Compare our goods with others.

MACDONALD MANUFACTURING COMPANY, LIMITED.

PLAIN AND DECORATED TIN BOXES AND SIGNS.

Head Office and Works **TORONTO** — 39 St. Antoine St. **MONTREAL** — 111 Lombard St. **WINNIPEG**

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Hamilton, Canada

WILL BE GLAD TO FURNISH ESTIMATES AND PLANS FOR

STEEL BRIDGES

For Steam Railways
Electric Railways
Highways, Etc., Etc.

For Factories, Offices, Warehouses, Power Stations, Mill Buildings or any other purposes . . . . . .

AND BUILDINGS



New Transportation Building, Canadian National Exhibition.

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MONTREAL STEEL WORKS
LIMITED

MONTREAL

Manufacturers of

Steel Castings
(Acid Open Hearth System)

Switches and Track Work
For Steam and Electric Roads

Springs of all Kinds

Manganese Steel Castings
For Wearing Parts, Insuring Great Hardness and Durability

Interlocking Plants

Trucks for Electric Cars

Agents for Canada for
Thos. Firth & Sons, Limited
Sheffield, England
"Speedicut" High Speed Steel, Tool Steel, Axe Steel, Saw Steel, Files, etc. A Large Stock Carried in Our Warehouse.

Agents for Canada for
Barrow Haematite Steel Co.
Barrow-in-Furness, England
Quotations for Tee Rails, Fish Plates, etc., Promptly Furnished.
Catalogues Sent on Application.

2,000 Travellers

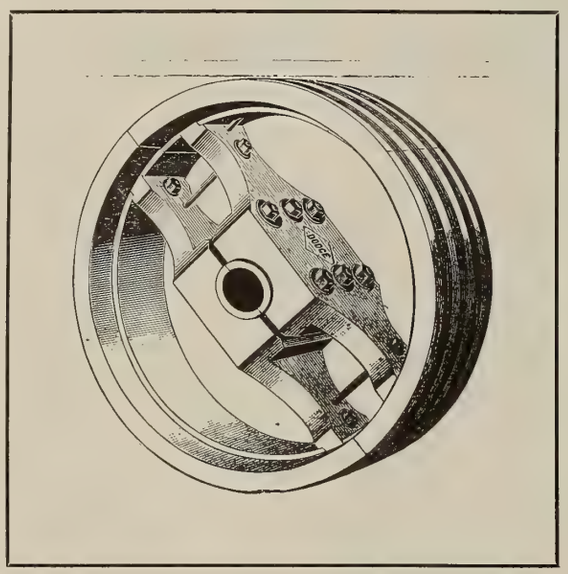
The two thousand street cars operated throughout Canada are two thousand salesmen, calling daily on over a million customers — and those two thousand do not cost the manufacturer any more than one first-class traveller. How many travellers are there who are able to call on twenty people a day and give them a canvass? Allowing only half an hour for each, including the time it takes to get from one place to another, and working constantly for ten hours a day, the extreme limit is only twenty calls. To cover a million people every day would require an army of 50,000 of the best and most experienced travellers in America.

When you consider that you can have this enormous canvass made for your products and kept up every day for a year for the cost of only one traveller you must come to the conclusion that Printers' Ink was right when it said that for downright cheapness of medium the street cars have no rival.

IF YOU WANT TO KNOW MORE ABOUT IT, ASK

THE CANADIAN STREET CAR ADVERTISING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER



"PERFECTION"
IN
Wood Split Pulley Construction

The Dodge Standard

still leads the procession, and in greater demand than ever

Some Reasons Why Canadian Manufacturers Should Buy Dodge Standard Wood Split Pulleys

They are of good design, and so well and thoroughly made as to have the preference in most of the largest plants in the country. They are guaranteed suitable for Double Belt Service. They are in perfect balance. They may be had at once in any city in every province.

They cost about half the price of split steel pulleys, and are made in Canada

Canadian Manufacturers, please note the two last claims. They should appeal to you.

Ask the local dealer for DODGE Pulleys, or send your orders direct to us--the makers

CATALOGUE ON REQUEST

DODGE MANUFACTURING CO., Limited

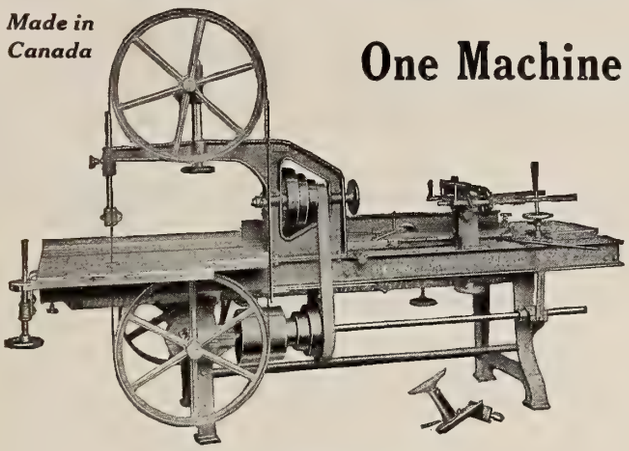
TORONTO MONTREAL

CRAIN COMBINATION WOODWORKER

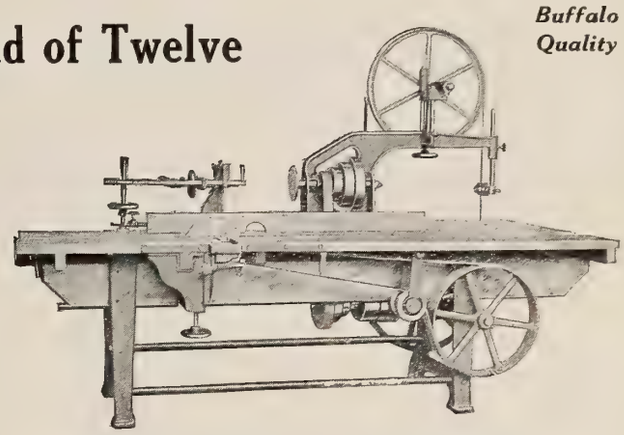
Made in Canada

One Machine Instead of Twelve

Buffalo Quality



View Showing Lathe and Band Saw Side of Woodworker



View Showing Circular Saw and Planer Head Side of Woodworker

This woodworker combines in a machine occupying a floor space $3\frac{1}{4}$ x $9\frac{1}{2}$ feet, all the operations possible on the following individual machines: Lathe, Boring Machine, Drill, Band Saw, Rip Saw, Cross-cut Saw, Planer, Sander, Sizer, Equalizer, Shaper, Tenoner. No extra attachments are required. It is only necessary to insert the necessary tool, just as on the individual machine.

Write for Catalogue 178 C.M. Sec. H.

CANADIAN BUFFALO FORGE COMPANY, Limited

MONTREAL, QUEBEC



FACTORY HEATING and VENTILATION

BY

The Simplest and Most Economical System Known

THE

Sheldon Fan System

Consisting of

A Pipe Coil Heater, using exhaust or live steam, or both, which can be arranged for gravity return to a boiler located on the same floor.

A Blower, fitted with Sheldon Multivane Runner, which can be operated by any convenient power, most economically by a Direct Connected Engine, the actual operating cost of which amounts to only a small percentage of the heat in the system passing through the fan engine, the remainder being utilized in the heater, into which the engine exhausts.

Fan, Heater and Engine are centralized in one compact apparatus.

The Fan can be so arranged to take all or any part of its air supply from outside or inside the building, as desired.

The warm air is conveyed through ducts or flues and distributed throughhe entire building.

Let Us Tell You More About It

SHELDONS LIMITED — Galt, Canada

The British Columbia Mills Timber and Trading Company

HEAD OFFICE : VANCOUVER, B. C.

John Hendry - - - - - *President*

Oldest Established Mill in British Columbia

Our Hastings Saw Mill Being Established 1865

We make a specialty of Timber Orders, and can cut up to 120 feet in length. We have been shipping Dredge Spuds 36 x 36 x 60 for years as well as long spars.

No Order Too Large For Us

Try Us When You Need Timber

WINNIPEG OFFICE

603 McIntyre Block

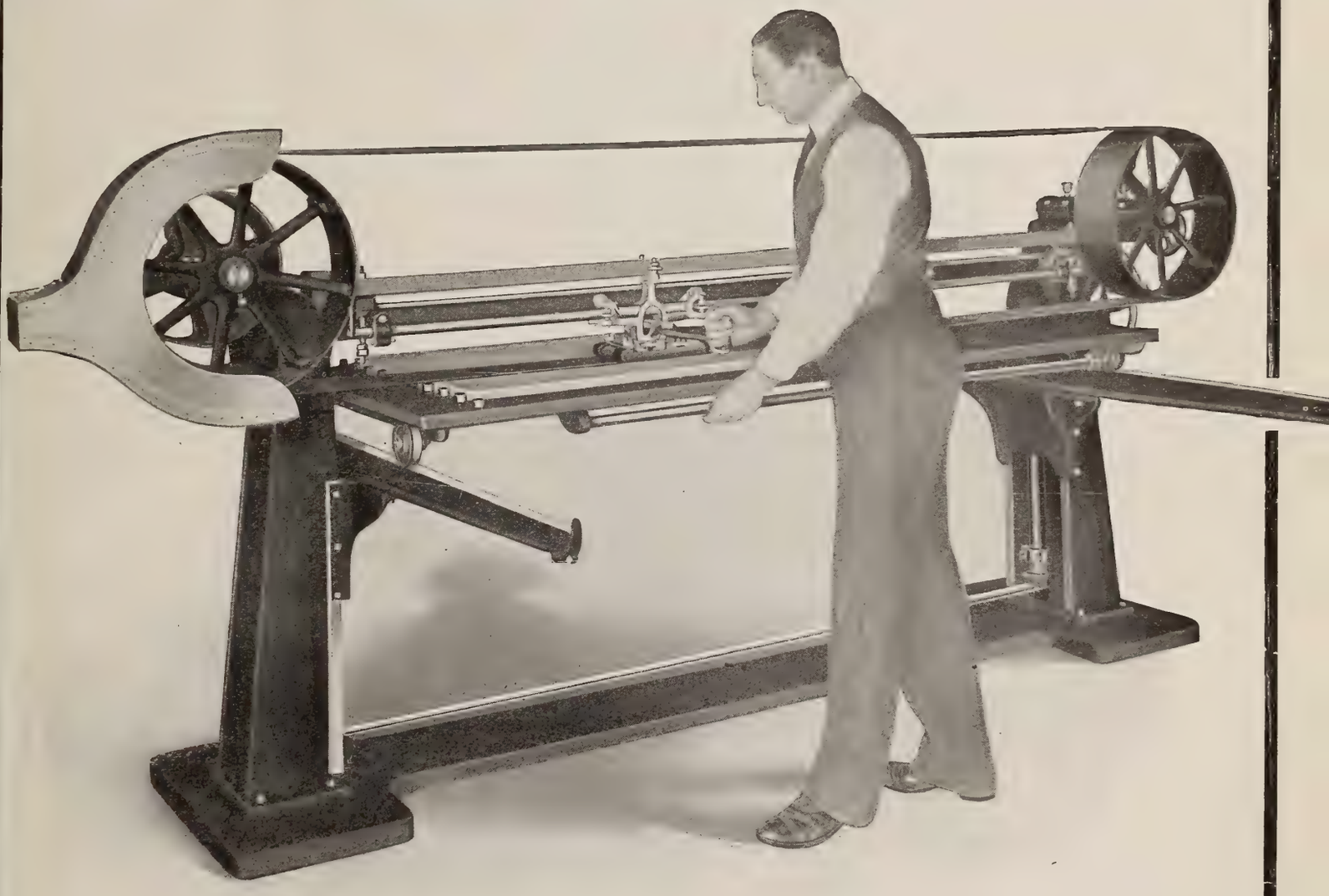
P.O. Box 161

BRANCHES—Royal City Mills, Vancouver; Royal City Mills, New Westminster, Hastings Saw Mill, Vancouver; Moodyville Saw Mill, Burrard Inlet

CODE: American Lumberman Telecode

BELT SANDERS

The Lucas Panel Belt Sander contains improvements that place it above all others for efficiency and quality of work



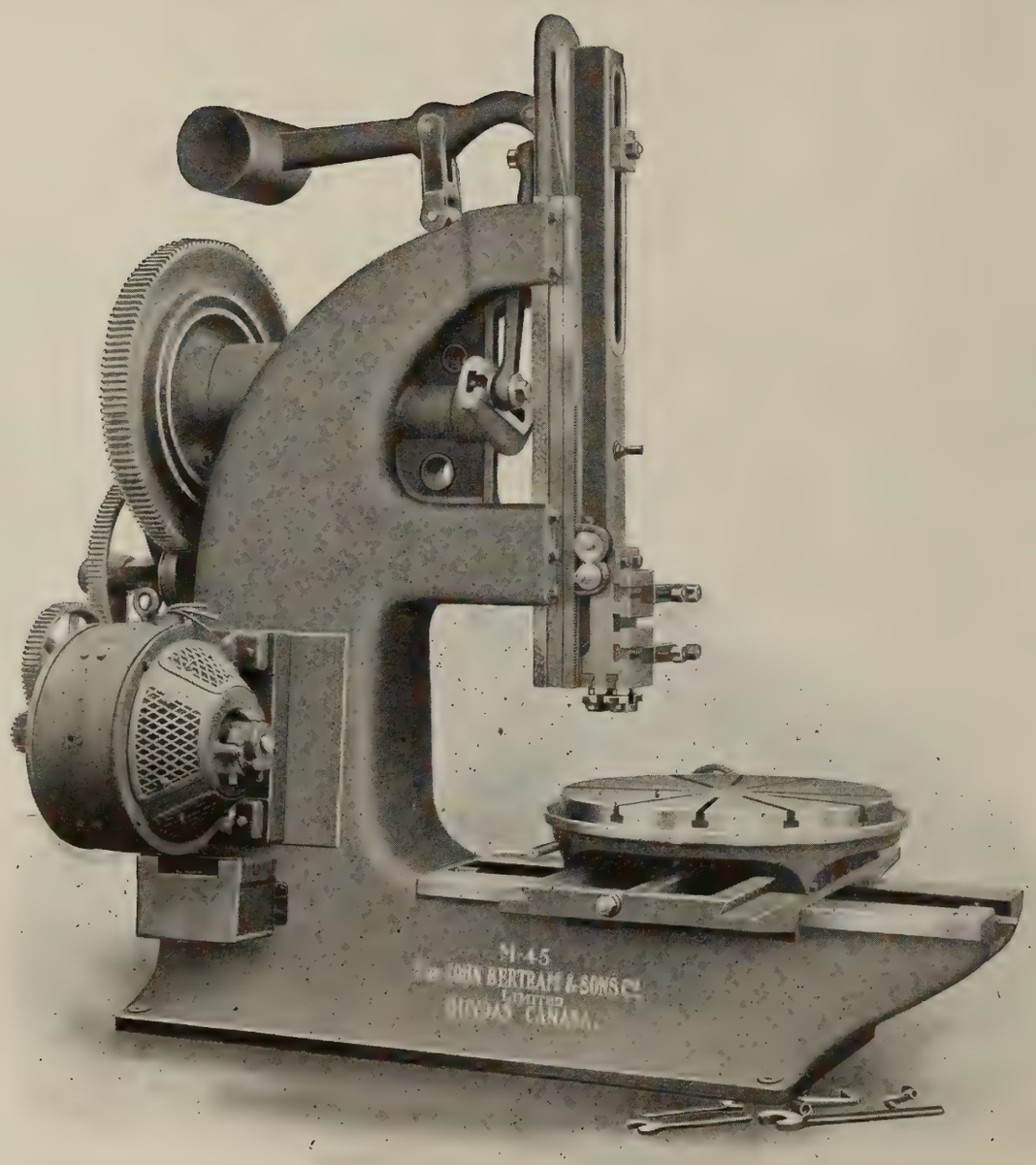
The Machine is simple in construction,—a boy can operate it. Many of them are now in operation, and experience has shown that they approach nearer to hand-sanding than any machine on the market. It is especially adapted to Table Tops, Veneered Work, and irregular-shaped Panel Tops, Doors and Frames. The Machine is in two sizes: No. 257 taking stock on the table 8 ft. long by 42-in. in width, and No. 259 taking stock 6 ft. long by 42-in. in width. Special sizes will be made without extra cost.

WRITE FOR CATALOGUE

Hespeler Machinery Co., Limited

HESPELER, ONT., CANADA

BERTRAM CRANK SLOTTERS



18 inch CRANK SLOTTING MACHINE—Motor Driven

We build 10, 12, 14, 16, 18, 20 and 24-inch sizes in this line.
Full particulars sent on request.

The JOHN BERTRAM & SONS COMPANY, Limited

Dundas, Ontario, Canada

Sales Agents: The Canadian Fairbanks Co., Ltd. Offices: Montreal, Toronto, Winnipeg, Vancouver, Calgary, St. John

"The One Man Job"

HAVEN'T you often realized that to get up your catalog is a "one man job"?

Isn't that the reason you put it off until your catalog is late?

Doesn't the detail involved simply stagger you when you remember that besides the material to be advertised a catalog requires careful attention to

the plan,
the designing,
the photographing,
the retouching,
the art work,
the engravings,
the typographical appearance,
the proof reading,
the press work,
the binding, packing and mailing,
And—the best possible impression on your customer.

ALL THESE DETAILS ARE COVERED BY US under one management ensuring harmony of treatment throughout the whole job. You talk to but "one man," responsibility rests with that "one man," and the results certainly justify the "one man" idea. Doesn't it sound reasonable?

BRIGDENS LIMITED
TORONTO
owners of
The TORONTO ENGRAVING CO. Limited
and
The GRAPHIC PRESS

JUST TO REMIND YOU
that
BRIGDENS Limited
is the name of the
combined firms of
THE TORONTO
ENGRAVING CO., Limited
and
THE · GRAPHIC · PRESS

Manufacturing Centre of Canada
PORT ARTHUR

HEAD OF NAVIGATION HALF WAY ACROSS CANADA



145,000 ELECTRIC HORSE POWER CHEAP. SOFT COAL $2.64 PER TON

The above picture tells a graphic story of the terminus of water transportation, being a rail and boat picture, with some of the docks. The breakwater can be seen in the distance, and the Industrial Bureau, built in the form of a pagoda, in the foreground.

With these splendid transportation facilities, the city of Port Arthur, 1,694 miles from Halifax, 1,906 miles from Vancouver, with the splendid power facilities, as noted at the right hand of the picture, and the attitude of the Corporation towards manufacturers, marks the city of Port Arthur as the

STRATEGIC MANUFACTURING CENTRE

From which to reach the ever-increasing market of the Northwest, and from where it is practical to supply the needs of the eastern market. Raw material can be brought here by boat at the minimum cost, manufactured and distributed both east and west, the city having Canadian Northern, Canadian Pacific and Grand Trunk Pacific Railway connections.

Where manufacturing is done from the natural resources of this section of the country, such as iron ore, pulp wood, marble, wheat, etc., shipments can be made by water not only to the eastern parts of Canada and the States, but direct to Great Britain and all parts of the world.

LOCATE YOUR FACTORY IN THIS CITY

which is under clean, progressive civic management, and operates its own street railway, electric light and power, telephones and water works, and is at present installing gas for cooking and heating purposes.

ATTRACTIVE PROPOSITION FOR YOU

The Corporation are prepared to consider granting manufacturers absolutely free building sites within the city limits, tax exemption for a period of years, and another feature of very material value.

There is under construction the plant of the Western Shipbuilding and Dry Dock Company, who will expend $1,250,000, employing 500 hands; the Port Arthur Wagon Works, who will spend $200,000 and employ 200 hands; the Prince Arthur Hotel, costing $350,000; the Ironclad Company, who will spend $500,000 and employ 300 hands; and there is in operation a Blast Furnace, Saw Mills, the largest Grain Elevator in the world, Machine Shops, Boiler Shop, Ornamental Iron Works, and Chain Works.

The population of the city of Port Arthur has increased 400 per cent. in ten years and is unsurpassed as a residential city.

A book of statistics, views and general information will be furnished on application to

N. G. NEILL, Industrial Commissioner, Port Arthur, Ont.

POWER EQUIPMENT

Our Engines, Boilers, Heaters, Pumps, etc., are to be found in Canada's Most Prominent Power Houses.

THEY GIVE PERFECT SATISFACTION

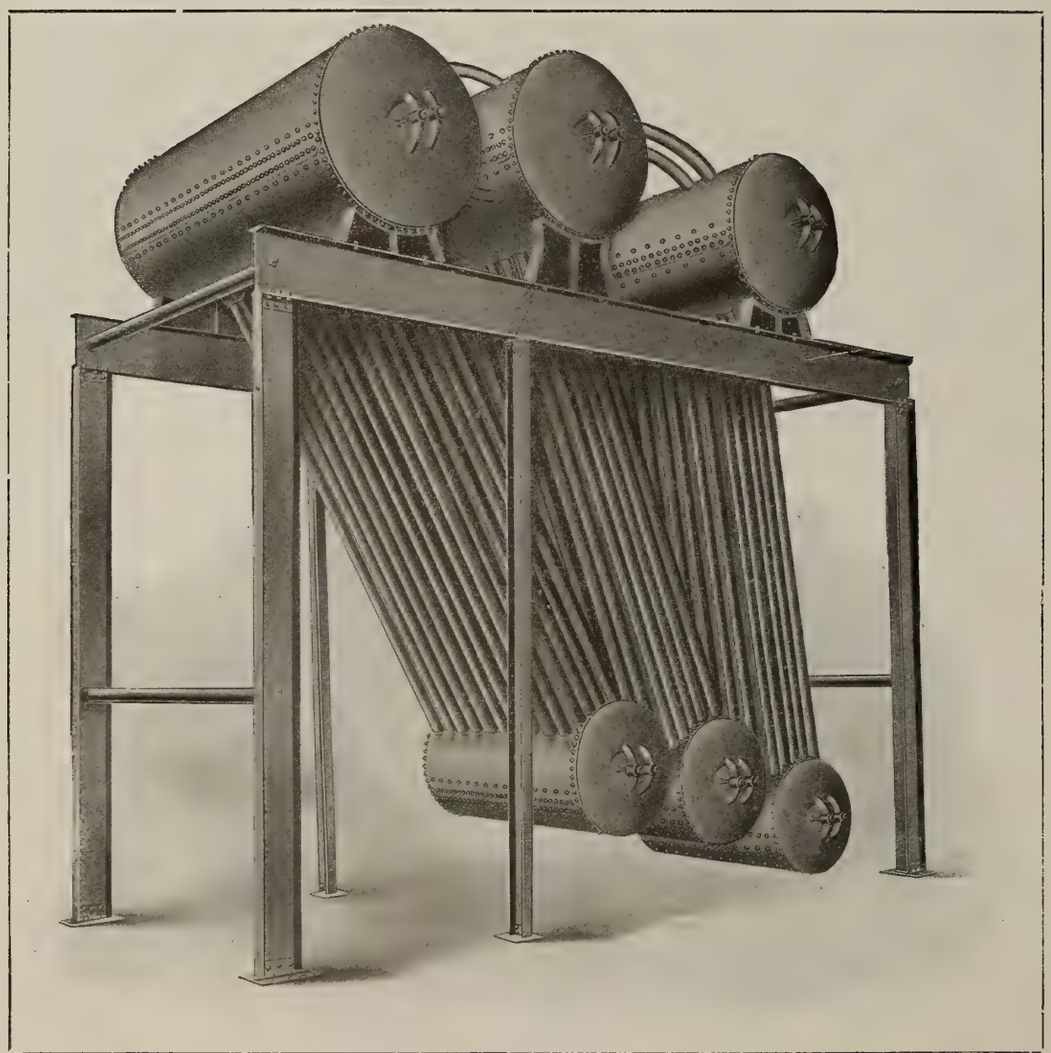


Illustration Shows Our New WATER TUBE BOILER
Side View, Not Bricked In

PHOTOS SPECIFICATIONS AND PRICES FURNISHED ON REQUEST

The Goldie & McCulloch Co., Limited

Galt, Ontario, Canada

WESTERN BRANCH
248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS
Ross & Greig, Montreal, Que.

BRITISH COLUMBIA AGENTS
Robt. Hamilton & Co , Vancouver, B.C.

WE MAKE Wheelock Engines, Corliss Engines, Ideal Engines, Piston Valve Saw Mill Engines, Boilers, Heaters, Steam and Power Pumps, Condensers, Flour Mill Machinery, Oatmeal Mill Machinery, Wood-Working Machinery, Transmission and Elevating Machinery, Safes, Vaults and Vault Doors.

ASK FOR CATALOGUES, PRICES AND ALL INFORMATION

REGINA

THE CAPITAL OF SASKATCHEWAN

CANADA

THE

City of Progress and Opportunity

for the **Investor and Manufacturer**

The Commercial and Distributing Centre of the West

Population of REGINA, 17,500

THERE ARE IMMEDIATE OPENINGS FOR:

Felt Hat Factory
Straw Hat Factory
Oil Lamp Factory
Harness Factory
Furniture Factory
Shirt and Collar Factory
Flax Mill
Cereal Food Factory
Wholesale Paint and Glass House
Match Factory
Buggy and Wagon Factory
Paper and Box Factory
Biscuit Works

25 Firms are Doing Business to the Extent of $9,000,000 per Annum.

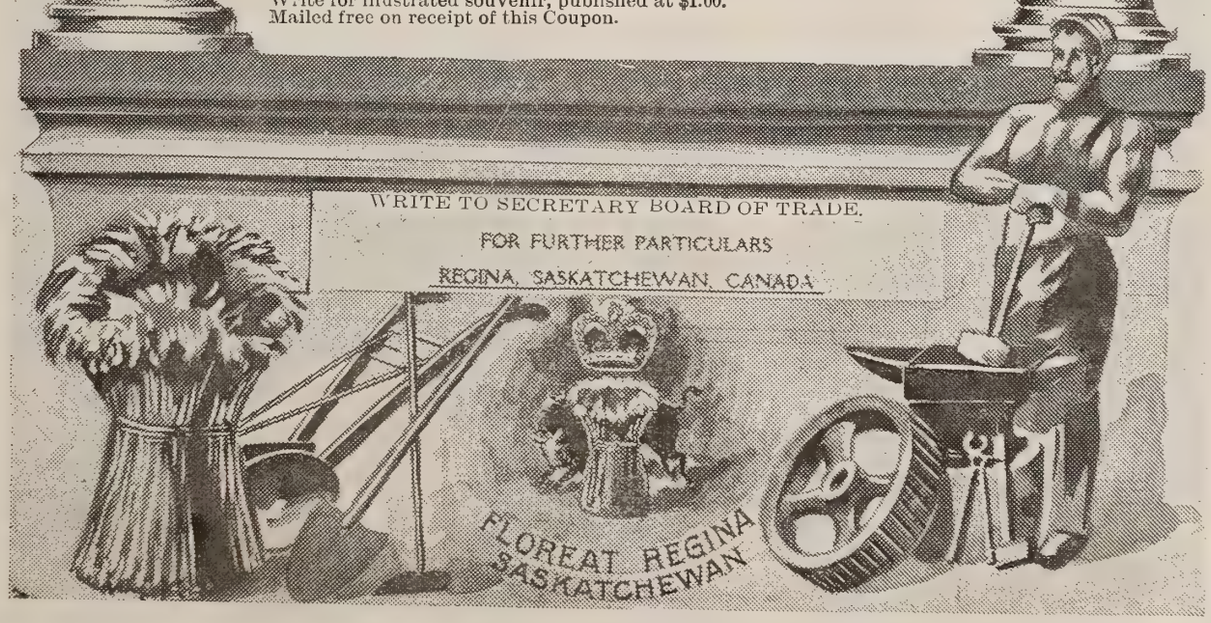
REGINA

The Commercial and Distributing Centre of the West

Canadian Pacific, Grand Trunk, Canadian Northern, and eight Branch Lines connecting with 100 towns and villages within a radius of 100 miles. Actual extensions, 800 miles of railways.

New Buildings, $5,000,000 **Projected Works, $4,000,000**

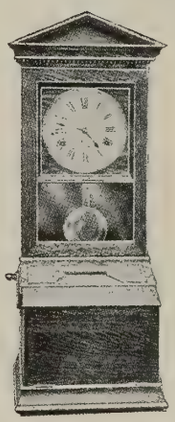
Souvenir Coupon No.....
Write for illustrated souvenir, published at $1.00.
Mailed free on receipt of this Coupon.



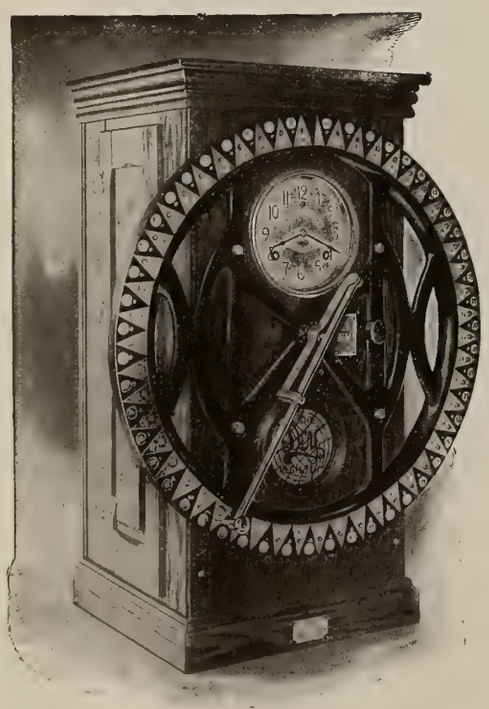
WRITE TO SECRETARY BOARD OF TRADE,
FOR FURTHER PARTICULARS
REGINA, SASKATCHEWAN, CANADA

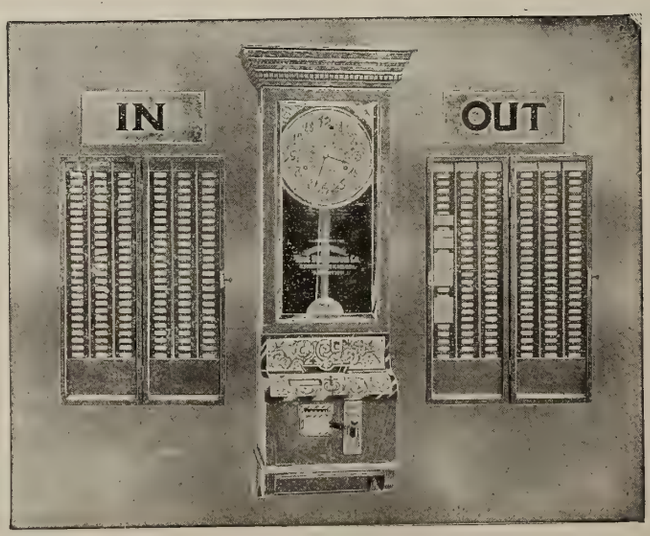
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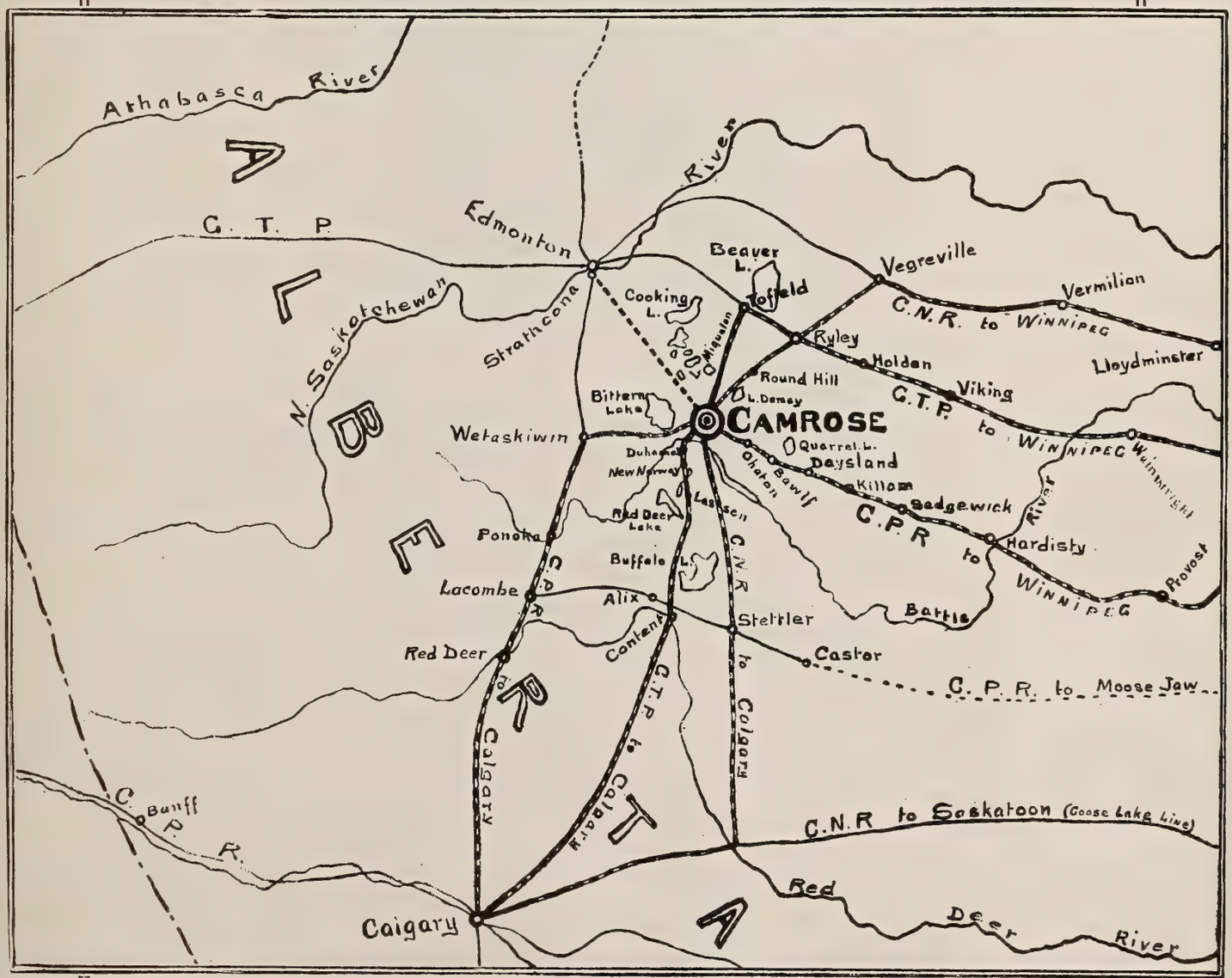


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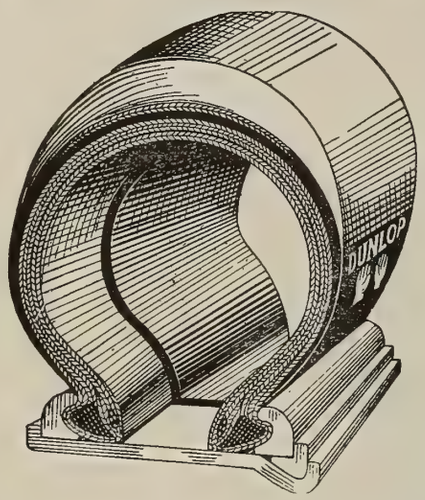
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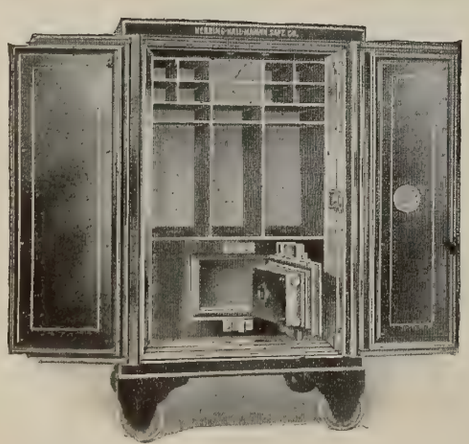
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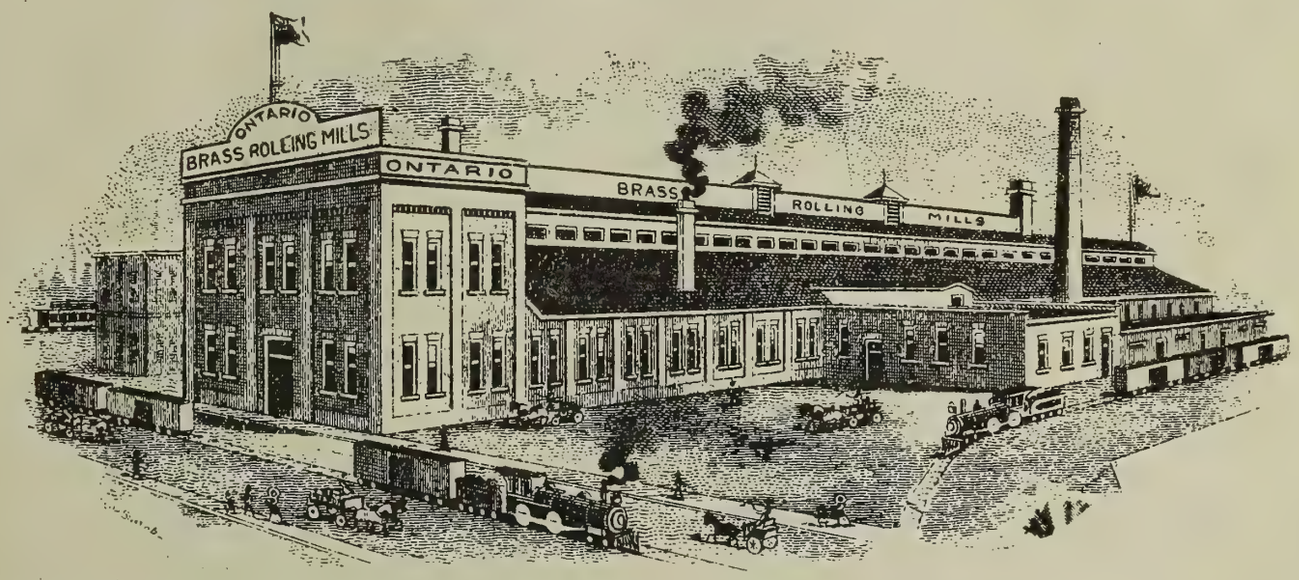
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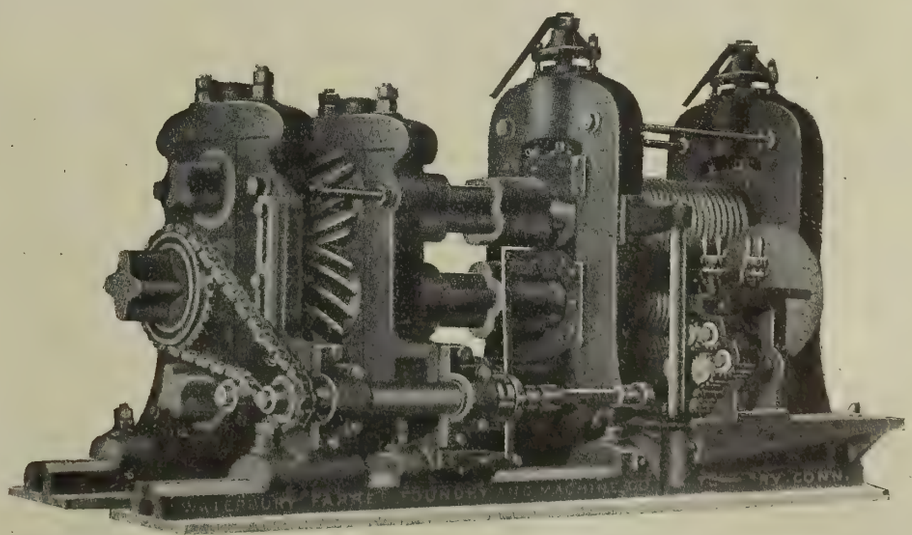
The splended success of our **Rolling Mills** is well maintained and has encouraged us to make further extensions and fresh developments. Among the latter are our **New Rod Rolling Mills** which have just been started with a complete and up-to-date plant. On this page and other side we illustrate a few of the very **latest inventions** in **Rod Rolling Machinery** which should be of great interest to those in the line.

The success of this purely **Canadian Company** is most gratifying to the Directors, who feel that a new industry has been started on the continent with results that are eminently satisfactory to manufacturer and merchant.

Should you not have our complete **Catalogue** and **Price List** which we issued recently, we will gladly mail on receipt of your request.

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THREE HIGH ROD MILL WITH ROD COILER ATTACHED

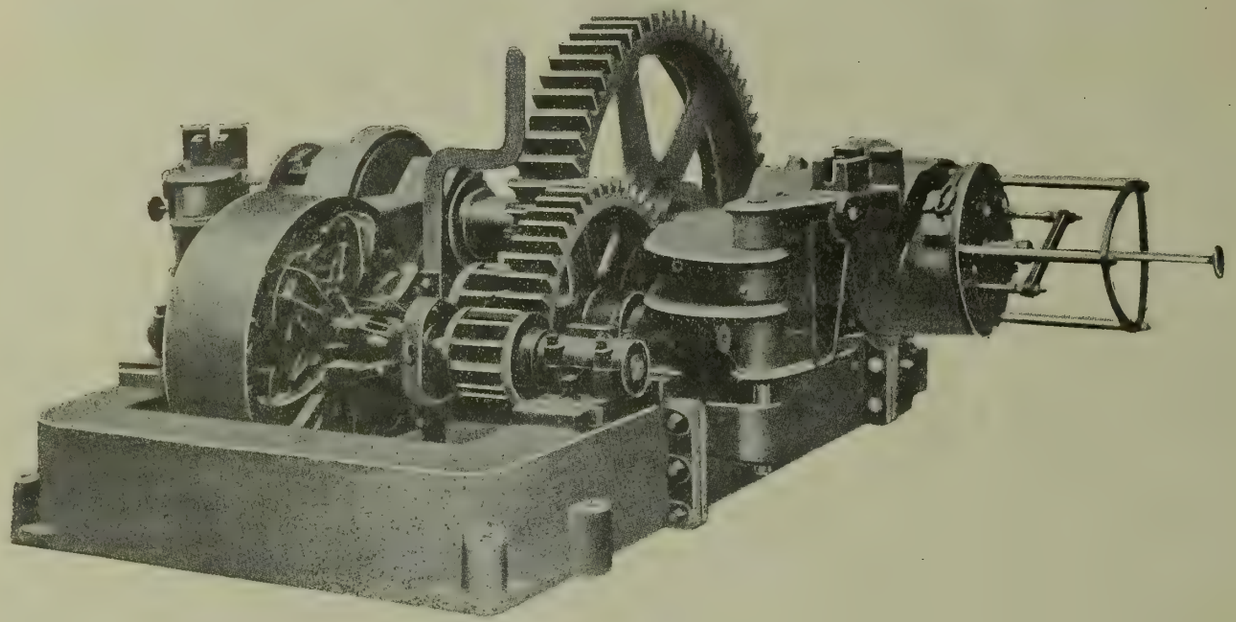


MILLS AND OFFICES - NEW TORONTO, ONT.

See other side

The Ontario Brass Rolling Mills

DOUBLE HORIZONTAL BULL BLOCK

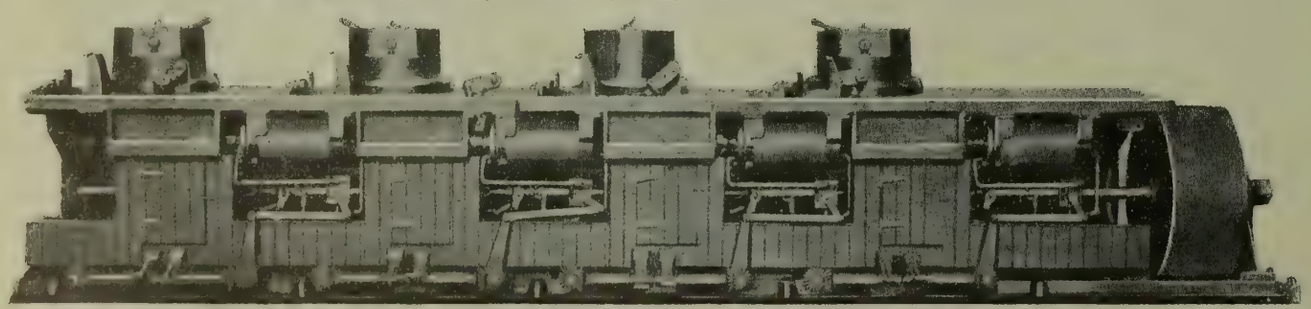


The double construction of this machine renders it capable of drawing two rods at the same time, as large as ¾-inch diameter. The Blocks as shown in the cut are 20-inch diameter and fitted with Spider Reels.

This is the most modern machine made for the production of Rods.

It is our earnest desire to **Prove Ourselves** so you can rely on all orders and inquiries having our prompt and careful attention.

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This machine is fitted with four blocks, each adapted to draw wire up to ¼-inch diameter. Each Block is driven independently by a friction clutch operated by a foot treadle.

It has been extensively adopted and is in general use in the largest American mills.

See other side.

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Westinghouse Household Motors



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Ask for Folder 4149

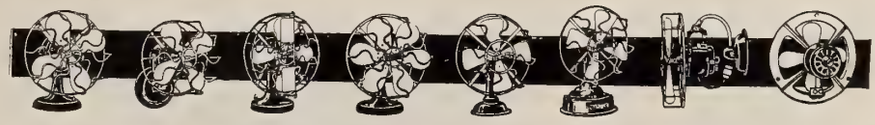


For Sewing Machines

One does not have to be a mechanic to operate this little labor-saver. A simple wire connection to the lighting circuit furnishes the power. Turning a switch starts the motor. The machine is started by a gentle pressure of the foot upon the treadle, and the speed regulated in the same way. The motor does all the pedalling.

Ask for Folder 4152

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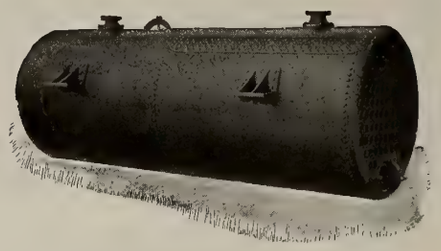
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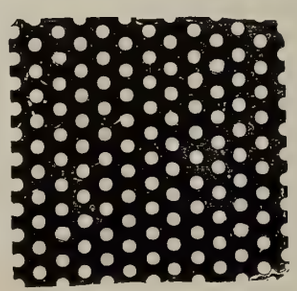
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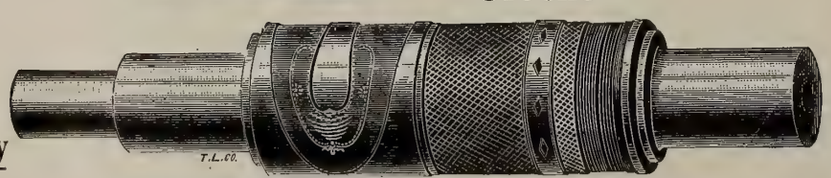


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INDUSTRIAL CANADA

ISSUED BY

The CANADIAN MANUFACTURERS ASSOCIATION.

INCORPORATED.

Vol. X | TORONTO, JULY, 1910 | No. 12

INDUSTRIAL CANADA

Issued monthly as the official publication of the Canadian Manufacturers' Association (Incorporated), and devoted to the advancement of the industrial and commercial prosperity of Canada.

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COMMENT OF THE MONTH.

Canadian Architects Protest.

A legitimate and very timely protest has been entered by Canadian architects against the practice of corporations in this country in employing the services of men from across the line to design their buildings. Financial companies have been particularly ready to assume that imported talent is for that very reason superior to the home quality, although in their own business of banking they would repudiate any suggestion of superiority on the part of the United States men or institutions. As a matter of fact, while we owe to foreign architects some excellent and beautiful buildings, we must agree that they have also disfigured our cities with some of the most atrocious structures of which the mind can conceive. On the other hand we have enough examples of buildings produced by Canadian architects to prove amply that they are capable of architectural designs that at least do not fall short of the foreign article. A comparison, for instance, of the Canadian designed General Electric building in Toronto, with the Lumsden building in the same city, or of the Bank of Commerce in Montreal with the Grand Trunk Office building in the same city, should create some misgivings in the minds of those who have pinned their faith to United States architects. A country which in its early days could produce such architectural effects as the Parliament Buildings in Ottawa, and the main University of Toronto Building, is not likely to fall down at a later period of development, in designing bank or office buildings. The "imported" shibboleth has served its day. Some there are who still appear to believe that there is an inherent merit in whatever is brought from abroad, which overshadows the home article. A saner estimate is ousting that shop-worn prejudice, a knowledge that Canadian skill and Canadian intelligence are equal to the tasks with which they are faced. The banks are not advancing their own position when they depreciate the work of Canadian architects.

Rejection of Immigrants.

THIRTEEN skilled workers from England, engaged by Penmans Limited, Paris, were refused admission into this country at Quebec during the past month, because they did not have twenty-five dollars each in their possession. An urgent demand and growing market exists in Canada for the goods which they could make. There was no question of them displacing Canadian labor, because for months the "help wanted" sign has hung out from every factory employing this class of labor. Nor was their character or skill disputed. Why then should the country be denied the benefit of their labor and their citizenship? When a financier goes to England and returns with some millions of dollars he is acclaimed as a public benefactor; his money is to be spent on developing our resources. What does that mean but that he is going to employ productive labor? What value are minerals or timber lands if we have not the men to work them? At the present time it may be said without fear of contradiction that every man in Canada who wants work can have it. No reasonable argument can be adduced under these circumstances for a Government regulation which prevents

a British subject from going to a job that is waiting for him. There is no possibility of the newcomer being a charge on the country, as he has lucrative employment awaiting him as soon as he enters the country. The case referred to above is particularly objectionable. Not only were the immigrants provided with transportation to Paris, where work awaited them, but the Department at Ottawa was communicated with by Penmans, Ltd., and an offer was made to advance the requisite twenty-five dollars for each of the party detained. Through an inexplicable and crass rigidity the company were informed that the regulations wouldn't permit it. Who gains by the exclusion of these would-be immigrants? Not their fellow workers in this country, who are working up to their full capacity; not the farmers, who need a home market for their produce; not the investor of capital, to whom a labor supply is essential. A regulation which estimates a man's value by the few dollars he has in his pocket and not by the work which he is capable of doing should have no place in a country like Canada.

The Penman Case.

MR. J. BONNER, of Penmans, Limited, has made a statement to the press in reference to the deportation of immigrants who came out from England to take positions in the Penman factory. He states that while the Department had sent them on March 21, a copy of the immigration law, two months previous to this they had sent a representative to England to secure help that was urgently required. "Our representative," he says, "was assured by the Allan Line that this law requiring $25 cash on landing was not being put in force until June of this year, as will be noted from the following letter, dated Liverpool, April 5, 1910:—

Mr. W. F. Fern, 101 North Gate, New Bassford, Notts:

Dear Sir.—We are in receipt of yours of the 4th. With regard to the Canadian Government regulations, these will not in any way apply to your passengers, as they are going to assured situations in Canada; besides, we are in communication with the Canadian Government with a view to the new regulations not being put in force until about June. We do not think you need have any anxiety in regard to your passengers. Yours truly,

Allan Bros. & Co., U. K., Limited.

"In view of this letter our representative went ahead in perfect good faith and forwarded parties from time to time, and always without any intention of going contrary to the law. While we have been somewhat misled in this matter, we think the department has handled it in a very careless manner, as we are sure some of these people had no occasion to be deported, having all that the law required.

"We would also mention that altogether we engaged about 115 people in England, and out of this number thirteen were returned on account of not having the cash requirements, but we would also point out that fully ninety of these immigrants did not have anywhere near the cash requirements, and were let pass without any comment. Therefore, if one party can get through, why cannot all? Is there any reason why the Immigration Officer should make fish of one and flesh of another, in view of the hard and fast law which the department claim to insist upon?

"We believe that the law as it stands is a very unjust one, and that a man should not be judged by the fact that he has or has not $25 in cash on landing, and an officer should be given a certain amount of leeway in which to exercise his judgment.

"Parties coming to Canada with assured positions and possessing tickets through to their destination are in a far better position to support themselves than others arriving with $25, with no particular work in view, and who in a couple of weeks are likely to become dependent on the country for support."

Mr. Bonner adds that the company offered to put up the required sum, but the offer was refused.

Increased Rates Unjustifiable.

RAILWAYS in the United States have been stopped by injunction from advancing their freight rates. In this country feelers have been put out so as to get public sentiment on the same line. It should be made perfectly clear at the outset that shippers in Canada will oppose with their utmost power any suggestion to increase the burdens for transportation that they are already called upon to bear. Conditions are not such as to warrant any such exaction. Freight traffic is increasing immensely in volume from year to year. A greater percentage of it is high class goods, calling for higher freight rates. The population is growing and adding steadily to the business of the railways. Increases in wage accounts and in cost of materials are offset by the greater volume of business, causing a reduction in the average fixed charges, and by the greater efficiency of cars and locomotives. The cost of transportation does not increase in direct proportion to the increase in freight carried. It is to be hoped that the railways do not seriously contemplate any such move. If, however, they follow the lead of the United States roads and file higher schedules, a complete and exhaustive accounting of their books for a period of years back will be a necessary work of the Board of Railway Commissioners. The railways will be expected to justify all increases; not by general statements about the increased cost of labor or equipment, but by a direct reference to the actual net earnings and cost of operation.

Need of Conservation.

A national question has been made of our timber supplies. Conservation has struck the imagination of the people and all are for saving our forests, our waters, our soil, our fish and our minerals. What of that branch of farming, the raising of sheep, which contains within it the possibilities of a great national industry, yet which

is being allowed to disappear absolutely from our midst? When carried on intelligently it has been proven to be one of the most profitable branches of farming. An unlimited market exists both for wool and for mutton. Last year alone Canada imported over two million pounds of mutton and lamb from Australia, and seven and a half million pounds of raw wool. It is disgraceful for an agricultural nation such as Canada to have to rely on another country for such supplies as these. This failure to supply the market is not directly attributable to the farmer. He fully recognizes the value of wool-growing,—if the conditions are favorable. Unfortunately in the past they have been far from favorable. While colleges have been raising the standard of general farming, and while shows and competitions have resulted in the production of higher grades of live stock, the very important element in the case of sheep raising, the supplying of selling facilities, has been neglected. Wools are of different kinds, and the different kinds are used for distinct purposes. Therefore it should be the part of our Agricultural Departments to investigate what sheep are most suitable to particular localities and to urge farmers to specialize along the one line. As it is, one farmer will produce one class of wool, another another, with the result that it is not worth a buyer's while to go through a county. The provision of wool markets where the wool could be properly graded, and the education of farmers up to the need of uniformity in particular centres, would do more for the sheep raising industry of Canada than any other method of assistance. Wool growing is in itself profitable. All that is required for a big expansion in the industry, is a system which will enable buyers and sellers to get together under favorable conditions.

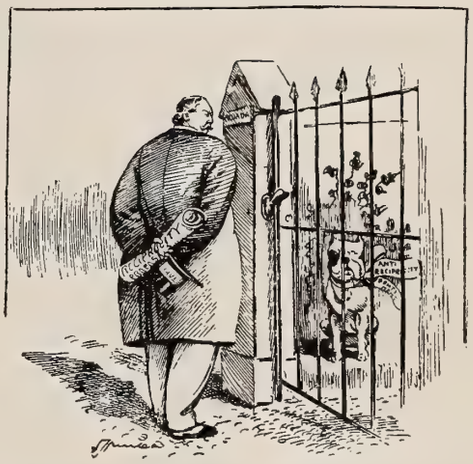
An International Tribunal.

FREIGHT rates and conditions of carriage in traffic passing across the border between the United States and Canada will soon be under the control of an international tribunal. At the present time there is no adequate method of controlling and compelling joint rates on this class of traffic. The new Board, which it is now proposed to establish, will form a connecting link between the Interstate Commerce Commission in the United States and the Board of Railway Commissioners here. Chief Commissioner Mabee has been named by the Canadian Government as its representative on the Board and it is expected that some members of the Interstate Commerce Commission will act for the United States. The case of the British American Oil Co., which is referred to at some length in another column of this issue, gives ample proof of the necessity of such a tribunal.

Trade With Cuba.

WHATEVER the Canadian Government does as a result of the Royal Commission's inquiry into West Indian trade," said Sir William Van Horne, after a recent visit to Cuba, "it most certainly ought to take Cuba into consideration, for I believe that the trade of Cuba is going to be worth all the rest put together. Already the Maritime Provinces are finding a good market in Cuba for products such as potatoes, roots and flour, and if direct communication, combined with individual effort, were provided, that trade could be increased enormously, for Cuba is in a very prosperous and progressive condition. The Canadian banks are already finding an excellent field there." During the ten months ending April, 1910, the United States exported to Cuba goods to a value of $44,194,360, while the imports from the same island amounted to $92,336,856. Canada, during the fiscal year ending March, 1910, sold to Cuba goods to a value of $1,737,385; and bought goods valued at $584,020 in return. There is certainly a big market there for the class of goods Canada produces. The native industries are not manufacturing. All that goes to make an agricultural nation, the implements of cultivation, the equipment of farms, the furnishing of houses, the clothing of the people, are purchased from abroad. No more attractive field for export endeavors can be offered than is presented by a people whose agricultural pursuits have resulted in great prosperity, while they have not developed manufactures to correspond with their wealth or requirements.

A Surprise at the Gate



Caller Taft:—"Why, Fielding didn't say anything about a dog on the place." From the *Toronto World*.

Education of Artisans.

THE end towards which all advocates of Technical Education have been steadily directing their efforts, is the production of a more skilled working class. Manufacturers find that the headwork, the mental training, without which an artisan will never become a foreman or even a good, effective workman, is woefully lacking among employees. It is a serious reflection on our educational system that this statement can be made, for the boys and men who enter our factories are in no measure inferior in natural capacity or intelligence to those of other countries. Yet raw material, however excellent it may be, is

barren until it is wrought upon, moulded and worked into the thing of use. Its native excellence lies dormant. In Germany, Great Britain, and other European countries, the machinist is taught the physical and chemical constituents of the materials with which he works, he is instructed in the principles of design, by his mathematics he becomes competent to lay out a job, to estimate the materials required, the strength and efficiency of the component parts and the resulting ensemble; he is more than a bundle of bones and muscles, he is a thinking force, bringing a trained intelligence to the work in hand, that it may be done in the best and most economical manner possible. It is not to be wondered at that a country whose workmen really think should outdistance a nation of machines, automatons. Technical Education in Germany has given her workmen skill, accuracy, pliability, adaptability, resourcefulness. The difference between a two-dollar-a-day man and one who earns three consists in the fact that the former requires a dollar's worth of supervision. He hasn't got the head; when he runs up against a snag he is helpless till the foreman comes to extricate him; he would be at sea if his employer were to ask him to estimate the cost of any given job; he is not keen to detect flaws in materials. Technical Education should minimise the burdensome cost of supervision, it should produce more reliable and more perfect work, it should provide competent men for the more important positions, it should increase the quality and the quantity of the individual output. That this will result in greater profits to capital and labor alike needs no telling. Its commercial and economic value to the nation as a whole will be additionally felt in the protection it will offer to home industries against foreign rivals through the greater national efficiency and hence the cheaper production which it will effect. With such possibilities for good in the subject it is not surprising that people of all classes have looked with the utmost favor on the Government's appointment of a Commission to investigate the needs of our industrial workers and the best system for meeting those requirements.

Manufactures in West.

THE Moose Jaw *Times* says of the proposed establishment of a meat packing plant by the Gordon, Ironside & Fares Co., Ltd., in that city: "The decision of this firm to locate in this city, is not only important from a Moose Jaw standpoint. As the establishment of the Saskatchewan Flour Mills started the manufacturing and export of flour from this province, so will the abattoir start the curing and export of meats and by-products from Saskatchewan. Instead of exporting our cattle and hogs and importing our cured meats, etc., the abattoir at Moose Jaw will in future not only supply a large part of the needs of the province, but will export "the finished article" as well. Not only will a great wastage be saved, but increased wealth will be produced for Moose Jaw in particular and for the province as a whole. But a beginning has only been made. The mills are increasing their capacity every year and great expansion is justified by the demands for their product both domestic and export."

The West is entering the manufacturing field. A proper appreciation is felt of the advantages a country enjoys in advancing its raw products a stage or two on their progress to the finished article. With the growth of manufacturing industries west of the Great Lakes will come a closer sympathy between the two parts of the country.

License Necessary in B. C.

THE April issue of INDUSTRIAL CANADA contained a digest of the new Companies Act of British Columbia, which became effective July 1st. For the further elucidation of the subject a special article is published on another page of this paper, in which the more important clauses are discussed. From this it would appear that the Act as it now stands is more drastic than was at first anticipated. Even if business is done by correspondence alone a license is necessary, or all access to the courts is cut off. By one clause of the Act it is provided that "every extra-provincial company having gain for its purpose and object within the scope of this Act is hereby required to be licensed or registered under this or some former Act, and no company, firm, broker, or other person shall, as the representative or agent of or acting in any other capacity for any such extra-provincial company, carry on any of the business of an extra-provincial company within this province until such extra-provincial company shall have been licensed or registered as aforesaid." Registration is compulsory on all foreign companies; Canadian companies only have to take out a license unless the stock of the company is going to be offered for sale in British Columbia. The annual and special returns are much more elaborate and detailed in the case of registered companies than where a license only has been taken out. The fees for licensing are as follows:

1. For licensing a company whose nominal capital does not exceed $10,000, a fee of $25.00
2. For licensing a company whose nominal capital exceeds $10,000, the above fee of $25 with the following additional fees:
   - For every $5,000 of nominal capital, or part of $5,000 after the first $10,000 up to $25,000..... $5.00
   - For every $5,000 of nominal capital, or part of $5,000 after the first $25,000 up to $500,000..... $2.50
   - For every $5,000 of nominal capital, or part of $5,000 after the first $500,000 ..... $1.25

In the case of an extra-provincial trading or business company which proves to the satisfaction of the Regis-

trar that it is actually carrying on an established business beyond the province in which at least fifty per cent. of its capital is invested, there shall be accepted in commutation of the fees prescribed in the preceding item a fee of two hundred and fifty dollars.

Strong efforts will be made to have the more objectionable features of the Act amended.

Woollen Industry in West.

MR. J. W. McNicol, Secretary of the Lethbridge Board of Trade, in discussing the possibility of a wider range of industries in the West, recently said that "the people of the West are wheat-mad. Some day they will come to their senses, and we will see there a variety of products and of industries. At the present I am doing all I can to secure the establishment on a firm basis in Lethbridge of woollen manufacturing, especially blanket weaving. We have the wool on the spot and the consuming population, and I see no reason why the industry should not prove profitable."

Club-House for Employees.

THE employees of the Massey-Harris Company, Toronto, are to have a club-house near the factory, as the gift of Mr. Chester D. Massey. Intelligent philanthropy of this kind is becoming a characteristic of the present age and marks a real development in humanitarianism. Employers are assuming a responsibility for the welfare of their employees even beyond the four walls of their factories. A great and far-reaching change has taken place in the attitude of the public toward factory employment. When by the advent of machinery the old system of home labor ceased, a great fear arose that in the factory the individuals would become merely a part of the machines and would be so considered, losing such conveniences as they formerly enjoyed and being compelled to work in crowded and unsanitary buildings. During the transition period such conditions did actually exist. With the greater development of the system, however, grew a betterment of actual factory conditions. Buildings were kept cleaner, ventilation was improved, the physical qualities of the factories were made better. For a century it might almost be said that all changes were made with a single eye to the greater efficiency of the plant. Only within the past generation was a further step taken, when more far-sighted employers began to realize that healthy men and women did more and better work in a day than those who were not healthy. The well-being of employees while in the factory became a serious consideration for strictly practical reasons. But of late a new and finer spirit has made itself felt. In beautifying factory buildings with growing vines and grassy boulevards, in providing rest rooms and libraries, and in building model residences for employees, as is being done in Toronto, in supplying bowling lawns and other grounds for other games, as is done by the Montreal Cotton Co., and finally by the gift of an equipped club-house, at a cost of nearly a quarter of a million dollars, to the Massey-Harris employees, a work is accomplished which rises above self-interest. Service to others is ennobling. It is the acme of human virtue. Service is the actuating motive in the examples of welfare work we have given. The reward is not in dollars and cents nor can it be purchased by money. It consists in the knowledge that life is made better and happier for those affected.

The Public Profits.

FROM different parts of the country come notes of triumph and rejoicing; from Hamilton because the Oliver Plow Co. will establish a mammoth branch

Squandered His Natural Resources



U.S. Prodigal:—"I've got to jolly the old man into killing the fatted calf for me." From the *Toronto World.*

plant in that city; from Moose Jaw, in the heart of our wheatlands, because Gordon, Ironside & Fares Co., Ltd., will locate a packing plant there. In these two cities there is no doubt about the value of manufacturing industries to the general welfare. The storekeeper sees the population of a new city added to his possible customers, the owner of real estate feels the demand for more residential and business sites; the farmer in the surrounding country sees an increased demand for his vegetables, his poultry, his live stock, and his general produce.

In the presence of an industry such as the Canadian branch of the Oliver Co. promises to be, theories give place to concrete facts and conditions. The farmer, the storekeeper, the professional man, the mechanic, see the influx of thousands of new citizens, they know that they come because a measure of protection makes it necessary for the company to manufacture in Canada; they approve of the policy which accomplishes such results. A measure of protection has in a specific instance broadened their outlook and increased their market. In consequence of

it they have become prosperous. Nor is the recognition of this advantage confined to any one locality or class. Newspapers of every stripe and in every district have reported the intention of the Oliver Company to come to Canada. They have reported it, too, as an occurrence at which Canadians should rejoice.

Now, if the establishment of a new industry, with a possible investment of two million dollars, is a subject for congratulation and rejoicing, how much more should Canadians rejoice at the investment of approximately two hundred millions of dollars, which represents the capital of Canadian branches of foreign manufacturing companies, not invested in one city or one province, but scattered over the entire country, so that we have lumbering in the East, general manufacturing in Ontario and Quebec, and meat and vegetable packing and flour milling in the West, all carried on in Canada by workmen who spend their money in Canada.

The advisability of towns bonusing industries has been argued year after year in our Provincial Legislatures and press. Why do towns make such vigorous efforts to land new industries? Town after town is appointing its publicity agent, and is spending money on advertising its special advantages. Moose Jaw, Regina, Port Arthur, Camrose, have attractive advertisements in INDUSTRIAL CANADA from month to month. Every town in Canada is ready and eager to grant attractive inducements in the way of sites, reduced taxation, and other advantages, to manufacturing concerns. Why do they do it? Because they recognize that industries mean life and growth and prosperity; that they will fill the houses and make busy the stores; that they will bring farmers in to supply the market; and that the conveniences which only come as a town grows in population and wealth will follow.

The farmers are not slow to notice it. Pick out the towns which have manufacturing industries and there you will find the best Saturday markets in the country.

Why is farm land around Toronto worth three, four and five hundred dollars an acre, while similar land away from an urban centre goes begging at sixty dollars? The farmer with vegetables and butter and eggs to sell will give the answer. The mechanics in Toronto's workshops make the difference.

After all, this question of protection is no sectional or narrow proposition. By what fiscal system will Canadians —not one class nor one section, but Canadians as a whole—be most prosperous? By that system no doubt whereby every individual will have a day's work to do, and such a compensation for it as will command a comfortable living.

The answer is not to keep workmen employed in the United States or Germany. That will not help the farmer who has produce to sell, or the storekeepers who have business to conduct, or the capitalist who has money to invest. Nor will it help those who can make a living to enjoy it—for such a country will lack railways, educational institutions and other advantages.

The answer lies in our own experience. Most branches of manufacturing have had such tariff protection as to make possible the establishment of industries on a fairly satisfactory basis. On this principle native industries have developed and foreign companies have established branches. Our working classes have had ample work, with reasonable hours and good pay. We have no unemployment, no unemployables. Poverty in the sense in which the word is used in Europe, is unknown. Our farmers are prospering to an exceptional degree; and with some exceptions capital is being invested with a reasonable profit.

Protection to manufactures has not been shown to press heavily on any part of the people. On the contrary, much of the prosperity which is everywhere visible is directly traceable to that policy of conservation, the retaining of the wealth and resources of Canada for Canadian labor and enterprise, which is bound up in a protective tariff. The United States has attained a wonderful and unexampled prosperity during the past century. Canada will duplicate that record in the century to come if the wealth of the country is retained for her own citizens.

The Limit of Taxation.

A strong protest has been entered by manufacturers of Winnipeg against the oppressive taxes which are levied on them in that city. So burdensome have these become in some cases that several have expressed an intention of moving to some other place unless relief is afforded them. It is certainly time that action was taken against the prohibitory regulations which have been cropping up in the various Western Provinces. For years British Columbia enforced a most obnoxious law requiring commercial travelers from other Provinces to pay a tax. More recently the new Companies Act has been put into operation, containing drastic regulations with regard to extra-provincial companies doing business there. In Alberta and Saskatchewan boiler specifications of entirely unnecessary severity were threatened in the past and are even now not an impossibility. The operation of such laws is shown by a statement of a leading manufacturer that the proposed boiler regulations if enforced would necessitate an increase in the price of boilers for those Provinces of twenty-five per cent. It should be remembered by municipal and provincial governments that the favor is not all one way; that businesses are doing a service to the public in supplying them with their needs and that they do much in the employment of labor and the support of institutions to justify them in expecting some consideration. There is a limit to the tax-paying powers of any business. It would appear that this limit has been almost reached in some of the Western Provinces.

WILL FREIGHT RATES ADVANCE?

Nothing in Railway Situation to Justify Increase. Business More Than Doubled in Ten Years.

ARE Canadian railways just watching the course of events in the United States, where a general demand for increased freight rates is being made, with a view to making a like claim here as soon as the time is ripe? A good any straws have been thrown up of late to see the direction of the wind. Officials have been telling the public about the increased cost of materials; every application for higher wages is used as an educative influence; the public are again let into the secret that either the request must be refused or transportation charges must go up. The *Montreal Star* quotes the statement of a leading official that "one of two things has got to happen. Either we shall have to refuse absolutely all demands for increases of wages, or else we shall have to raise the freight rates. There is no alternative."

Our railways are at the present time coming into the full enjoyment of the "unearned increment" on the value of their franchises. Canada has spent much money on immigration work; she has at the public expense added a million and a quarter to her population in ten years. More than that, she has expended immense sums in opening up new territories to settlement and cultivation, enlarging the market for goods and increasing enormously the carrying trade of the country.

The railways have profited by these expenditures as no other corporations or classes have. The C. P. R. has seen its millions of acres of land, given to it by a generous Government, rise in value dollar by dollar and in the aggregate million by million. The people of Canada not only presented this land to the railway, but they have followed up the gift by paying for the pioneer work which has made it worth not one and two dollars an acre, but ten and twelve.

So with the Grand Trunk. If the increment in value has not come in the way of higher priced land, it has come no less surely or attractively. The transportation not only of people but of food and clothing, furniture and tools, is just as essential as their production. Since the original Grand Trunk charter was issued great changes have taken place. The scattered population of Ontario has developed into a prosperous and numerous people. Our exports and our imports have grown by leaps and bounds. Portland, Me., the Atlantic terminus of the road, is a big city. The Grand Trunk's business has grown as the people and commerce have grown.

For this natural strengthening of their positions the railway are themselves only in a small way responsible. The population has grown through natural increase and through immigration. The railways have reaped the benefits.

While these great benefits have been accruing to the railways, while business has been growing and receipts mounting up, some increases have taken place in wages and in the cost of equipment. Is there any ground or reason in this for a general increase in freight rates?

It is a well established fact that the cost of running a railroad does not increase in the same ratio with the increase of traffic. The fixed charges of management, etc., do not vary. It costs practically the same for upkeep of roadbed, buildings, etc. Generally speaking increasing traffic should mean growing profits.

Here is some of the story of Canadian railways.

(*a*) No. of tons of freight carried by all railways in 1899 31,211,753
No. of tons of freight carried by all railways in 1909 66,842,258

showing an increase in ten years of 114 per cent.

(*b*) Freight earnings in 1899..... $40,101,036
Freight earnings in 1909 ..... $95,714,783

showing an increase in ten years of 138 per cent.

Without taking up unnecessary time in pointing out the enormous increase in one short decade as revealed by these figures, a situation in which all Canadians will take the keenest pride, let us call particular attention to one feature of the statement, that is the relative increases recorded. Whereas the tonnage increased by the truly magnificent percentage of 114, the earnings increased still more by 138 per cent.

This indicates a condition that has a direct and powerful bearing on the question of rates. It shows that Canada is producing more and more the higher grades of products, the advanced manufactures which call for a higher classification and hence a higher freight rate. The revenue per ton has risen appreciably. A greater proportion of manufactured goods is being carried than formerly and this condition, with the steady increase in our manufacturing industries, is bound to be further accentuated as the years go by.

Another comparison which is equally illuminating, consists in that of the earnings and cost of operation per freight train mile.

For the ten-year period the earnings rose from 1.248 to 2.041 or 63 per cent, while the cost of operation rose from .864 to 1,309 or 51.5 per cent., showing a distinct gain on the side of earnings. When this additional profit is applied to the 66,842,258 tons of freight which were moved in 1909, its importance becomes apparent.

But striking as is the comparison for the ten-year period of 1899 and 1909, the record for 1910 is still more interesting. We quote from a special despatch to the *Toronto Star,* under date of June 6th, 1910.

C. P. R.'s Record Eearnings.

Gross Gains are Impressive and Have Seldom Been Exceeded.

> **Montreal,** June 4.— The Canadian Pacific earnings for the last ten days in May were entirely unprecedented for this period of the year. They were $2,754,000, an increase of $615,000

on the corresponding period last year, and more than three times the total of the "ten-day" week that closed May in the year 1900, when they amounted to $856,000, a record at that time, but very little more than the bare increase of the ten days this year over last.

The proportional net increase will not of course bulk so large when the working expenses are deducted for wages, and the cost of supplies have risen, and are still rising, and the large revenues in themselves create unrest among certain classes of employees, who think they are entitled to share in the increment.

Only twice before has the ten days total been exceeded, and that was in September and October of last year, in the first flush of the grain rush of a mighty harvest, when the totals were $2,763,000 and $3,224,000 respectively. There are no exceptional features to swell the bulk of these May figures. Even the tourist season has not yet made itself felt.

And again from the *Telegram* of June 11th, 1910.

"C. P. R. gross earnings for the first week of June were $1,841,000, a gain over the previous year of $417,000. The Grand Trunk took in $791,354, a gain over the preceding year of $103,048."

Meanwhile the *World* comes out with a computation of the profits which ordinary C. P. R. shareholders have been making in recent years, and counting dividends and the selling price of rights on new stock issues, the annual returns are figured at fourteen per cent. At the same time to the charge that the G. T. R. was putting back into permanent improvements profits that were in reality available for dividends, color was given by the publication in the *Star*, Toronto, in its issue of June 25th of statistics to that effect, which have not yet been disproved.

INDUSTRIAL CANADA is in no way antagonistic to the railways. It fully recognizes that the business of transportation must be carried on at a profit or manufacturers and the public generally will suffer. It believes, however, that present conditions are far from warranting any increase in rates. On the contrary, in view of the great increase in traffic it believes that the tendency should be all the other way.

TARIFF CHANGES BY ORDER-IN-COUNCIL.

The following regulations have been made under section 286 of the Customs Act and are in effect on and after June 10, 1910, *viz.*:

1. The following articles used as material in Canadian manufactures are hereby transferred to the list of goods which may be imported into Canada free of duty of Customs:—

(*a*) Fuse heads of metal foil and cardboard, when imported by manufacturers of electric fuses for use only in their own factories in the manufacture of such fuses.

(*b*) Cotton thread, nitrate of thorium and nitrate of cerium for use in the manufacture of incandescent gas mantles, when imported by manufacturers of such mantles, or of stockings of such mantles.

(*c*) Crude glycerine, when imported by manufacturers for use only in their own factories in the manufacture of refined glycerine.

(*d*) Soya beans and soya bean cake for use in the manufacture of cattle food and fertilizers, when imported by manufacturers of such cattle food and fertilizers.

(*e*) Iron tubing, brass covered, not over two inches in diameter, in the rough, when imported by manufacturers for use only in their own factories in the manufacture of towel bars, bath-tub rails and clothes carriers.

(*f*) Ground cake, when imported by manufacturers of electric batteries for use only in their own factories in the manufacture of such batteries.

2. The following articles used as material in Canadian manufactures shall be subject to the following reduced duties of customs:

(*a*) Preparations made from pyroxylin and wood naptha, when imported by manufacturers for use only in their own factories in the manufacture of leather belting:

Under the British Preferential Tariff, 5 per cent. ad valorem.
Under the Intermediate Tariff .... 7½ " " "
Under the General Tariff ..... 10 " " "

(*b*) Silk in the gum or spun, colored or not, when imported by manufacturers of ribbons and shoe laces for use only in the manufacture of such articles in their own factories:—

Under the British Preferential Tariff, 5 per cent. ad valorem.
Under the Intermediate Tariff .... 7½ " " "
Under the General Tariff ..... 10 " " "

(*c*) Wood handles, when imported by manufacturers of D. shovel handles for use only in the manufacture of such D. shovel handles in their own factories:—

Under the British Preferential Tariff, 10 per cent. ad valorem.
Under the Intermediate Tariff .... 12½ " " "
Under the General Tariff ..... 15 " " "

(*d*) Hard rubber, unfinished in tubes, for use only in the manufacture of fountain pens, when imported by manufacturers of such pens:—

Under the British Preferential Tariff, 5 per cent. ad valorem.
Under the Intermediate Tariff .... 7½ " " "
Under the General Tariff ..... 10 " " "

(*e*) Articles of chinaware, when imported to be mounted by manufacturers of silverware in their own factories:—

Under the British Preferential Tariff, 15 per cent. ad valorem.
Under the Intermediate Tariff .... 20 " " "
Under the General Tariff .....

(*f*) Ten pin blocks of wood in the rough, when imported by the manufacturers of ten pins for use only in the manufacture of such articles in their own factories:—

Under the British Preferential Tariff, 5 per cent. ad valorem.
Under the Intermediate Tariff .... 7½ " " "
Under the General Tariff ..... 10 " " "

Drawback of Duty Paid on Sugar Used in the Manufacture of Wine.

An Order-in-Council has been passed, which came into effect on the 10th of June, 1910, authorizing a drawback of 99 per cent. of the duty paid on sugar used in the manufacture of wine produced from the juice of the grape.

STEAMSHIP SAILINGS

Montreal to Liverpool—

C. P. R. Liners, July 1, 7, 15, 21 and 29.
Allan Liners, July 1, 8, 15 and 22.
White Star-Dominion Liners, July 2, 9, 16 and 23.

Montreal to Bristol—

C. P. R. Liners, July 9, 23.
Dominion Liners, July 2 and 16.
C. N. R. Liners, July 7 and 21.

Montreal to London—

Allan Liner, July 2, 9, 16 and 23.
Thomson Liner, July 2, 9, 16 and 23.
C. P. R. Liner, July 3, 10, 17 and 24.

Montreal to Antwerp—

C. P. R. Liner, July 3, 10, 17 and 24.

Montreal to Glasgow—

Allan Liner, July 9 and 16.
Donaldson Liner, July 7, 14 and 21.

Montreal to Havre—

Allan Liner, July 2, 16 and 30.

Montreal to Manchester—

Manchester Liner, July 2, 9, 16 and 23.

Montreal to Rotterdam and Hamburg—

Canada Liner, July 2 and 16.

Montreal to Dublin—

Head Liner, about July 10.

Montreal to Belfast—

Head Liner, about July 20.

Montreal to Australasian Ports—

New Zealand Shipping Co., about July 15 and Aug. 15.

Montreal to South Africa—

Elder-Dempster Co., about July 20.

Montreal to Cuba and Mexico—

Elder-Dempster Co., about July 15.

INTERNATIONAL EXHIBITIONS

Galveston, Texas—This year, from July 30th to August 15th, an exhibition particularly of cotton products will be held in Galveston. Exhibits of other classes of manufactures will, however, be shown.

Vera Cruz, Mexico—The Vera Cruz Chamber of Commerce will establish a permanent exhibition of articles required in that country. The Assistant Secretary of the Chamber will give further information.

San Francisco, Cal.—An international exhibition on a big scale is under discussion at the present time. The year 1915 is suggested as the date.

Dresden, Germany—An International Exhibition will be held in Dresden from May 1st to September 30th, 1911. The exhibition will present systematically the subject of the science of hygiene, in five sections: Scientific, Historical, Popular, Sport and Industrial.

London, Eng.—The fourth annual Business Exhibition of Office Appliances, Business Systems, Printing, Advertising, etc., will be held at Olympia, Kensington,, from 13th to 22nd of October, 1910. The Secretary, Organiser Publishing and Exhibition Company, Ltd., 2 Breams Bldgs., Fetter Lane, London, E.C.

Sourabaya, Java—An exhibition will be held in July, 1911, of machinery for the preparation of fibres and of prepared fibres of all kinds.

NEW PATENTS ISSUED

The following is a list of Canadian patents granted to Canadians, and furnished by Fetherstonhaugh & Co., 5 Elgin Street, Ottawa, Canada, Russel S. Smart, Resident, from whom all information regarding the same may be obtained:

125948. E. W. Silver, Huntsville, Ont., combined pincers and hammers, E. W. Silver and A. H. Meeking.

125961. T. L. Willson and Maximilian Haff, Ottawa, Ont., metallurgical process and products.

125963. Geo. H. Townsend, Dundas, Ont., coin handling mechanism for coin controlled machines, Automatic Vending Co., Ltd.

125969. A. P. Turner, Copper Cliff, Ont., converter hoods and flues, International Nickel Co.

125975. A. Woodley, Montreal, Que., resilient lamp supports, Universal Electric Economy Co., Ltd.

125978. A. R. Rutton, Township of Franklin, District of Muskoka, Ont.; John Adams, Scotia Junction, Ont.; Chas. W. Ruttan, Ravenworth, Ont.; Edgar Ruttan, Mowat, Ont., metal crossties and rail fasteners, A. R. Ruttan, John Adams, Chas. W. Ruttan and E. Ruttan.

125983. P. J. Weeks and F. A. Drummond, London, Ont., self-locking extension ladders.

125987. Jas. E. Green, Strathcona, Alberta; Wm. F. Stevens, Clover Bar, Ala., devices for soil packing.

125997. R. O. Blayney, Niagara Falls, Ont., adjustable forms for building tubular structures.

126014. Chas. A. R. Desjardins, St. Andre, Que., vehicle wheels.

126027. Felix Gregoire, St. Jean Baptiste, Man., compound wheels.

126029. J. E. Grierson, Winnipeg, Man., binder reel supports.

126035. Thos. Geo. Herbert, Hebert's Corners, Ont., potato diggers.

126050. Jas. A. Lawlor, Prince Albert, Sask., clay screens.

126051. Jas. A. Lawlor, Prince Albert, Sask,, clay steamers.

126052. Jas. A. Lawlor, Prince Albert, Sask., clay grinding machines.

126059. John McFarlane, Delmas, Sask., underbrushing machines.

126078. D. Spector, Quebec, Que., garment pockets.

CHANGE IN EXPRESS CONDITIONS

Decision by Board of Railway Commissioners as Result of Prolonged Investigation.

IMPORTANT changes have been announced by the Board of Railway Commissioners on express rates and conditions of carriage. The inquiry into the workings of the express companies has been in progress now for many months. During that time Mr. W. S. Buell has conducted the investigation on behalf of the public, while Mr. J. E. Walsh, Transportation Manager, C. M. A., has watched the case in the interests of manufacturers.

Some of the points finally settled are as follows:

Liability of Initial Company.—The initial company, on the form approved by the Board, must give a receipt for the property and deliver it at destination, if in Canada, in good condition in accordance with the conditions of the contract printed on the receipt. In other words, the company is responsible for the shipment through to destination, even although it is handled by more than one company.

Deliveries.—The company, under the direction of the Board, will publish a directory containing the delivery limits in all centres of 10,000 population or over.

At points where the company has delivery service, tender of the shipment for delivery to the consignee will be made at the address given, if within such delivery limits. Where there is no delivery services, the company will forthwith notify the consignee at the address given of the arrival of the shipment. The company's liability to deliver to addresses outside delivery limits shall be governed by the classification and special tariffs.

If no express company subject to the Railway Act has an office at the place to which the shipment is addressed, then, unless otherwise routed, the company only agrees to carry the same to its office, or that of some other express company subject to the said Act, most convenient for furtherance to destination, and upon arrival there, the company may so notify the consignee, or upon direction of the shipper or consignee, or upon its own discretion, may deliver the shipment to any connecting carrier for furtherance to destination.

If the shipment is delivered to an express company or carrier not subject to the Railway Act, the company shall act as the agent of the shipper in effecting such delivery.

Claims.—Four months' time is allowed within which to give written notice of claims or the intention to file same for non-delivery or loss or destruction of the shipment in Canada.

Classification.—The conditions of carriage and the classification have been gone over under the immediate supervision of the Board, with a view of making them as far as possible applicable to conditions in Canada. Some decided improvements have been made therein, particularly in the conditions of carriage. In readjusting the classification some few advances, as well as reductions, have been made. If it is found later on that further changes are desirable the Board will consider them.

Advances.—The principal advances in which the association is interested are the striking out of Scales "A" and "E.," some of the items in the General Specials list, and fixing a charge on returned ale, beer and aerated water empties.

The elimination of Scale "A" will probably not be serious, as a number of the items therein are provided for in Scale "D," which is to be continued.

The elimination of Scale "E" will seriously affect manufacturing chemists. Notwithstanding strong representations made by counsel in support of the continuation of same, the Board so far has held that the scale is discriminatory, and it now looks as if it would be struck out entirely.

As regards returned empties, at the present time they are being carried free. The first proposition was to charge for them at half merchandise rates. The Board has fixed the charge at half the outgoing rates on the actual weight of the empties, which is about forty per cent. less than originally suggested. All empties outstanding at the time the new classification comes into effect will be returned free within four months, provided the brewers furnish the companies with lists thereof.

Section "B" has been struck out as a section, but the items therein have been distributed through the classification at the same ratings.

Conventional weights on light and bulky goods in corrugated cases and paper boxes, when not crated, have been established. Such goods are now carried at actual weight. If crated, the companies will continue to carry them at actual weight.

Reductions.—As an offset against the advances (some of which were at least partially agreed to) through joint rates between all companies, which will probably mean a reduction of at least ten per cent. in the through rates per 100 lbs., will be put into effect as soon as the tariffs can be printed. The graduate scale governing through traffic will, it is expected, be revised accordingly.

The owner's risk clause has been struck out.

The application to strike out Scale "D," which applies on printed matter, etc., and is used to a considerable extent, was refused.

A reduction has been made on castings if returned within thirty days. They are now charged for at merchandise rate. It is proposed to charge on the following basis:—

> Five lbs. and under, 15 cents; over 5 lbs. to 50 lbs., half merchandise pound rates, minimum 25 cents; over 50 lbs., merchandise pound rates, minimum 25 cents.

It is expected that the Board will announce at an early date a general revision of rates, and that there will be a substantial reduction made, particularly in the West. Decided and substantial improvements are looked for in the graduate scale —a tariff of minimums under which the bulk of the express business is carried.

The live stock contract and other forms, in which the public are interested, have been thoroughly revised and the liability of the company clearly defined.

One of the results of the inquiry has been to make the companies' tariffs, classifications, conditions of carriage and various forms in which the public are interested clear in every respect.

The Ball Furniture Co., Hanover, Ont., have issued a catalogue, fully illustrating the various lines of chairs which they manufacture. The booklet is well designed and printed, and should prove a business-bringer.

BUSINESS CONDITIONS IN MONTREAL

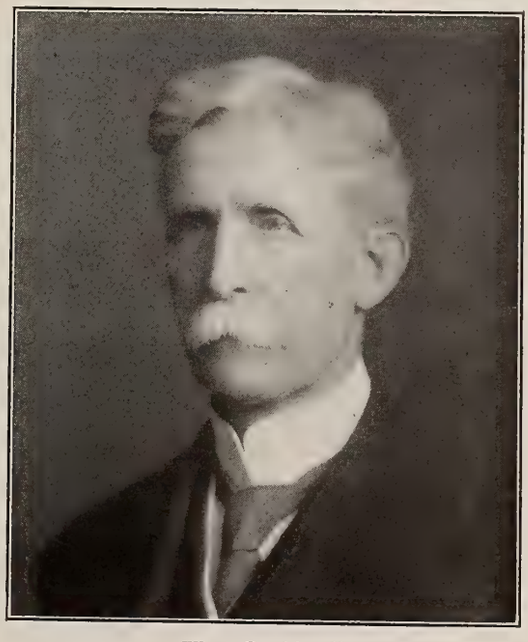
Mr. Wm Cauldwell, Chairman Montreal Branch, C.M.A., Discusses Industrial Features of Past Year. Some Problems Which Have Faced Manufacturers. The Progress of the City has Been Uninterrupted.

Gentlemen,—The Annual Report of your Executive Committee just presented gives you as far as possible a synopsis of our year's work. It indicates that your Executive has not been idle, but has accomplished much that will be a benefit to our Association generally and more particularly to the Montreal Branch.

The increase in the membership of our Branch from 423 to 486 is very gratifying, indeed, and also encouraging, especially as many of the new members joined the Association partly owing to benefits received before they became members.

I desire, before moving the adoption of the report, to discuss briefly a few of the more important matters mentioned therein.

We have this year entered on a new era of Municipal Government, brought about by a most vigorous campaign conducted by an influential body of citizens supported by the Canadian Manufacturers' Association and other trade Associations. We all desired a change in the management of our civic affairs and it was very gratifying when the polls closed to find that the desires of the right-thinking people of Montreal had been overwhelmingly supported and a change from the old system of Municipal Government assured. You must not overlook the fact that this change could not have been accomplished without the co-operation of the masses. I have great faith in the people, and have always found them on the side of right, especially when questions are presented honestly and forcibly to them, as they were on this occasion. Trust the people. The business-like manner in which our civic affairs have been handled by the Board of Control since they actively entered on their duties has the approbation of every manufacturer and good-thinking citizen of Montreal.



Wm. Cauldwell
Chairman Montreal Branch, 1909-1910

Defective Legislation.

It is much to be regretted that the Legislature did not adopt that clause in the Montreal Bill giving incorporated companies the right to vote in municipal affairs. As you are aware, modern methods of business tend towards the formation of joint-stock companies. A man may own a business in his own name and have a vote, but for various reasons forms it into an incorporated company. Immediately this is done, although he may hold 75 per cent. of the stock, he loses his vote. Gentlemen, this is a grave injustice, which I feel sure the Premier and many members of the Legislature recognize. Therefore I hope that the incoming Executive will continue to fight for this much-needed reform.

One of the most important Acts of the last session of the Quebec Legislature is that called the Bulk Sales Act. The object is to safeguard creditors against fraud by insolvent debtors. A purchaser of any large bulk of stock from a dealer must first inform himself as to the creditors of the firm. It has often occurred in the past that a debtor would sell a large part of his stock at a sacrifice, the creditor not being aware of this until such time as the debtor makes an assignment. This new law prevents fraudulent sales of that nature. To manufacturers it should prove a great protection. I might say that our Association urged it in all the Provinces, and it is gratifying to know that it is now the law in our own Province, also in Nova Scotia, and in Manitoba, where it originated. It is hoped that the other Provinces will also fall into line, thus paving the way for the adoption of a Uniform Insolvency Law for the whole Dominion.

Our Trade Relations.

During the year the Dominion has cancelled the surtax on German goods—treaties have been consummated and others talked of. The most important move was that of the President of the United States inviting the Honorable the Finance Minister of the Dominion to a conference on the tariff between Canada aud the United States, which resulted in a few minor changes in the Canadian Customs rates.

At this conference no doubt the greater question of a Reciprocity trade treaty between the two countries was broached; and again, by invitation of Mr. Taft, the larger question is to be discussed some months hence.

This last move requires very careful watching, and it behooves every Canadian manufacturer, merchant or farmer to be on the alert. You are all aware that the existing tariff of the United States is on an average 25 per cent. higher than the Canadian on dutiable goods. Now, gentlemen, if the United States are sincere in their professions of friendship and in their desire for closer trade relations with us, let them first show it in a practical way by reducing their tariff to the level of ours.

The adoption of a reciprocal trade treaty with the United States would be premature as far as Canada is concerned, in my opinion; and I believe, from observations and from information gained in trips from Halifax to Vancouver, that I voice the opinion of the majority of the people of Canada. A number of years ago our Government made for Canada a moderately protective tariff which aided our then infant industries, encouraged the establishment and growth in this country of manufacturing enterprises which have provided markets for our farmers and labor for our workingmen; such a policy pursued to this day has brought prosperity to our country. To-day our industries are far past the infant stage and are still growing at an unprecedented rate; our people are satisfied and prosperous; our population is yet only one-twelfth that of the United States, but is rapidly increasing; and it is a population endowed with all the attributes that go to make a nation great. On the other hand, the United States have

developed their industries to the highest degree under an excessive and long-continued protective tariff until to-day they feel able to stand without it, and are crying for the raw materials with which we might supply them and for a further market for their manufactured products.

Hope in the Empire.

But why should we disturb financial and other interests by tinkering with our tariff to please the United States?



Lt. Col. Robert Gardner
Chairman Montreal Branch, 1910-1911.

Further, why should we imperil our interests with the British Empire by any such move? Great Britain is by far our best customer; our exports are far greater to the Motherland than our imports. For ten years from 1900-1909 she took 51 per cent. of our total exportations and sent us but 24 per cent of our total importations. In the same period the United States took 36 per cent. of our total exportations and sent us 61 per cent. of our total importations. Our interests, business and sentimental, therefore lie with Great Britain. Our hope for the future lies in the unity of the British Empire, and we should consider carefully before taking any action which might place our Imperial connections in peril.

It is a grave problem, and we look to our legislators with the hope that they will uphold the dignity of Canada and the integrity of the Empire, and that they will in no way jeopardize the industries which are making for the prosperity of the country they have been elected to administer.

I must not overlook the good work done by the Montreal Technical Institute. As your Chairman I had the pleasure last spring of attending their closing exercises. Their report was one of exceptional merit. Mr. Alex. McFee, Honorary President, and Mr. Robert Munro, Honorary Secretary, who are doing a great deal for the welfare of this Institution, are to be congratulated on such an excellent showing. The manufacturers of the city should take a deeper interest in the work of the Institute, not altogether from a financial standpoint, but by way of inducing many of their employees to attend the classes. If the benefits of the Institute were fully known there would be no trouble in filling all the classes with good, intelligent students from the different manufacturing establishments of the city.

You will easily recognize that the work being done is of a most valuable character. The subjects taught are mechanical, geometrical and freehand drawing, designing, chemistry, physics, metal working, woodworking, electricity, domestic science and certain primary subjects. The school has a machine shop well equipped; and this year, I am authorized by Mr. McFee to say, further sums are being spent in equipping the laboratories and machine shops. The teaching staff is also being added to and strengthened.

In the past the discrimination in the matter of selecting the students has not been so rigid as now when those for whom it was primarily intended are becoming more acquainted with its purpose—the employees of the manufacturing establishments of the city; but still it will be necessary to put in applications as early as possible before the classes are filled.

I take this opportunity of expressing our sincere sympathy to the Herald Publishing Company in the severe loss they sustained, also to the bereaved families who suffered through the great catastrophe that befell our city a few days ago.

Before closing, gentlemen, I might say that your Chairman found his task both agreeable and easy. This was owing to the harmonious working of our Executive Committee—every member taking a deep interest in the various matters coming before them. I desire, therefore, first to thank you all for the honor you did me by electing me your Chairman. Secondly, I wish to express to the members of the Executive, individually, my deep sense of gratitude and thanks for their support and uniform courtesy extended to me at all times during the year.

I also wish to thank Mr. Cameron, our former Secretary, and Mr. H. T. Meldrum, our present Secretary, for the assistance they rendered me at all times during my term of office. It was with great regret that we had to accept Mr. Cameron's resignation after several years' faithful service, but we are pleased to state that we secured the services of Mr. H. T. Meldrum, B.A., who has already become seized with the duties of his office.

Your presiding officer for the coming year is one of the



Mr. J. H. Sherrard
Vice-Chairman Montreal Branch, 1910-1911.

oldest members on the Executive. His ability is well known, and with the keen interest that he has always taken in the affairs of our Association, and more particularly in the Montreal Branch, will no doubt make the coming year one of greater activity. I am delighted to place the responsibilities of the office on such competent shoulders.

BRITISH COLUMBIA REGULATIONS

What Extra-Provincial Companies Must do in Order to Transact Business in British Columbia. The new Companies Act Includes Some Drastic Provisions. License Needed to do Business by Correspondence.

IN view of the doubts as to the powers of provincial legislatures over the incorporation and control of companies, which are finding expression in the stated case at present before the Supreme Court of Canada, the Legislature of British Columbia cannot be accused of any want of courage in passing the revised Companies Act, which goes into force on the 1st July. The provisions of this Act relating to the licensing of extra-provincial corporations are raising in an acute form the old question of the powers of the provinces to impose burdens upon inter-provincial trade, and of the wisdom of exercising such powers. The provisions of the Act were somewhat fully dealt with in the April number of INDUSTRIAL CANADA and it is not necessary to repeat them here further than to outline their effect.

Under Section 139 of the Act, every extra-provincial company having gain for its object and carrying on any of its business within the province is required to be licensed or registered. Under Section 153, companies incorporated under the laws of Great Britain and Ireland or of the Dominion of Canada, or of the former Province of Canada, or of any of the Provinces of the Dominion, may obtain a *license* to do business. All other extra-provincial companies are required to become *registered*, that is incorporated, under the laws of the Province. The fees for license and registration are the same except that where a company has an established business outside the Province, in which at least fifty per cent. of its capital is invested, the license fees may be commuted for a fixed sum of two hundred and fifty dollars.

Penalties for Non-Compliance.

The Act imposes a penalty of $50 per day on a company and $20 per day on its agents carrying on business contrary to the provisions of the Act, and section 166 provides that any company not duly licensed or registered "shall not be capable of maintaining any action, suit or other proceeding in any court of British Columbia in respect of any contract made in whole or in part within this Province in the course of or in connection with its business contrary to the requirements of" the Act. The Act applies, of course, only to companies and not to partnerships or individuals.

The provisions penalizing and making illegal the carrying on of business by unlicensed and unregistered extra-provincial companies in British Columbia were in the Act before the revision; but the provision disabling such companies from suing in the British Columbia courts upon obligations arising outside the province was absent, and the Courts had held that in the absence of express provision they would not presume an intention on the part of the Legislature to interfere with the doctrine of international comity by which foreigners, including foreign corporations, are allowed free access to the Courts, and that the taking of legal proceedings in the Courts of British Columbia was not "carrying on business" within the meaning of the Act. In the case of Lilly v. Johnston which attracted a good deal of attention in commercial circles about a year ago an American company who were unlicensed and unregistered sued in British Columbia upon a judgment obtained in the State of Washington and succeeded in their claim. This was generally construed to mean that an unlicensed company was competent to sue upon claims in the British Columbia Courts notwithstanding that the Act penalized the carrying on of business by such a company.

This avenue has now been closed by the British Columbia legislators by adding to the penalty clause the clause above quoted rendering an unlicensed company incapable of maintaining an action in the courts of the Province. This provision is similar to provisions in the Acts of some of the other provinces. In these other provinces, however, there are provisions excepting from the operation of the Act business through non-resident commercial travellers or through correspondence, thus rendering the Acts largely innocuous as regards commercial operations. The following clause of section 139 of the draft Act of British Columbia was struck out in Committee:

"Provided that taking orders for or buying or selling goods, wares and merchandise by travellers or by correspondence, if the company has no resident agent or representative and no office or place of business in British Columbia, shall not be deemed a carrying on of business within the meaning of the Act."

Business by Correspondence Prohibited.

The drastic effect of the Act arises out of the absence of the excepting provision above mentioned together with the disability imposed by section 166. A disabling clause similar to that above has been construed in a New Brunswick case (Empire Cream Separator Co. v. Maritime Dairy Co., 38, N.B.R. 309) where an order for goods to be sent to the defendants, f.o.b in New Brunswick, had been sent from the State of New Jersey to the plaintiffs, an Ontario company, and had been accepted in Toronto. Upon delivery of the goods promissory notes were given by the defendant company who were advertised as sole agents for the plaintiffs in New Brunswick. It was held that the plaintiffs could not maintain an action upon the notes, the contract having been "made in part" in New Brunswick by the delivery of the goods in that province.

In this case the business did not come within the exception as the agent resided in the Province, but if this method of construction is followed under the British Columbia Act it will be illegal for a company incorporated under the laws of the Dominion or any of the other provinces to have practically any commercial relations with the Province of British Columbia without becoming licensed or incorporated in that Province. Before the last amendment it was apparently still possible to sue in Ontario on an account against a British Columbia debtor and if necessary to sue upon the judgment in British Columbia. Now this is made impossible and the contract, if made even "in part" in British Columbia, is void.

What is the meaning of "in part"? It is an elementary principle of contract law that a contract is made at the place where the offer is accepted. If A writes from Toronto to B in Vancouver offering him certain goods and B accepts the offer by letter mailed in Vancouver, the contract is made where the letter of acceptance is posted. What if the process is reversed and an offer accepted at Toronto? Or what if A in Vancouver writes to B in Toronto ordering goods and B accepts the offer by sending the goods? Is the contract made

"in part" in British Columbia? Is the offer a "part" of the contract? According to the dictum of Chief Justice McLeod in the New Brunswick case it might well be. He says: "The contract was not completed until they were so delivered and the notes were so given." So that even the *carrying out* of the contract regardless of where it is made would seem to be a "part" of the contract, and if a Winnipeg man bought goods in Toronto to be delivered in Vancouver and the goods were delivered according to contract the Toronto merchant could not collect for them if it should become necessary to resort to the British Columbia courts.

Some Provisions.

While the ultimate effect of the Act, if it is allowed to remain in force, must depend upon the course of judicial decision, it seems clear that the intention is to make it necessary for any company having any commercial relations with the Province requiring an appeal to the courts to become licensed or registered. In this connection it is to be observed that in order to become licensed or registered it is necessary to establish a head office in British Columbia and to appoint a representative under power of attorney to act for the company there.

The practical effect of the Act may be illustrated in the following propositions:

An Ontario company of shoe manufacturers cannot, without being licensed, sell in British Columbia a pair of shoes. It cannot legally fill an order by letter from a British Columbia customer. If it should send the shoes, the customer may refuse to pay for them, and the manufacturer has no remedy in the courts of British Columbia.

An unlicensed newspaper company in Ontario cannot send to a British Columbia subscriber a copy of its paper. Its agents canvassing for subscriptions are liable to a penalty of $20 per day. The company cannot collect from its subscribers or its agent the subscription price of the paper.

A railway or express company incorporated under Dominion laws cannot without becoming licensed or registered in British Columbia carry any passengers or goods in British Columbia. If it does any business it cannot sue in the British Columbia courts for its rates. The company is liable to a penalty of $50 per day and its agents to a penalty of $20 per day.

Further, preposterous as it may seem, a bank incorporated under Dominion authority is apparently disabled from collecting upon commercial paper without becoming licensed or registered under the Act.

Effect Far-reaching.

It may very well be doubted whether the legislators of the Province of British Columbia had in contemplation the far-reaching effect of their enactment. Whatever may be the financial necessities prompting the adoption of this mode of taxation, it can hardly be deemed an incident of a system of taxation that the levy shall be enforced by a denial of access to the courts in default of payment. But another pernicious feature of the Act is that it operates very unequally. In the first place it applies only to companies. An individual or a partnership may carry on business to any extent with impunity, but a corporation, no matter how small its business, pays a fee based upon its authorized capital.

It is hardly supposable that the statute will remain unaltered. It is only necessary to imagine each province imposing similar burdens upon inter-provincial business to see the absurdity of the whole thing. In the meantime companies not incorporated in British Columbia have their choice of three options: (1) To withdraw their business in British Columbia; (2) to take the risk of the imposition of penalties and difficulty with collections and possibly a legal battle in the higher courts to test the validity of the Act; (3) to pay their fees and establish a branch office in British Columbia.

ANNUAL MEETING OF THE MONTREAL BRANCH.

THE annual meeting of the Montreal Branch of the Canadian Manufacturers Association was held on June 23rd, 1910, in the Council Chamber of the Board of Trade. Mr. Wm. Cauldwell presided, and there was a large attendance of members.

The report of the Executive Committee, which gave details of an active and profitable year's work, was read by the Secretary, Mr. H. T. Meldrum. In moving the adoption of the report, Mr. Cauldwell delivered the annual address of the retiring Chairman, dealing with several matters of public interest. This will be found elsewhere in this issue of INDUSTRIAL CANADA.

Mr. Cauldwell announced that Lt.-Col. Robert Gardner had been elected to the Chairmanship and Mr. J. H. Sherrard to the Vice-Chairmanship by acclamation; and also Messrs. J. C. Casavant, St. Hyacinthe, and D. J. Fraser, St. Johns, as members of the Executive Council representing the towns affiliated to the Montreal Branch. For the eighteen places on the Executive to be held by manufacturers in Montreal city and suburbs there were twenty-six nominations and a ballot had been issued. Scrutineers were appointed to count the ballots.

Mr. Cauldwell then introduced his successors in office and thanked the members for the honor they had done in electing him to the Chairmanship. A vote of thanks to the retiring Chairman for his faithful work on behalf of the Association was moved and heartily endorsed.

After several items of business had been discussed the meeting adjourned until the following day to hear the results of the voting.

The adjourned Annual Meeting was held in the Board Room of the Branch, 113 Board of Trade Building, on Friday, June 24th, at 12 noon.

The newly elected Chairman, Col. Robert Gardner, presided. The report of the scrutineers, Messrs. J. C. Hanratty and Forest Hughes, was presented, showing that of the twenty-six gentlemen nominated the following were elected to the Montreal Executive representing Montreal city and suburbs:

John Baillie, Dominion Oilcloth Co., Limited.
Fred Birks, Belding, Paul & Co., Limited.
C. W. Davis, Williams Mfg. Co., Limited.
Hon. A. Desjardins, Montreal Terra Cotta Lumber Co., Ltd.
Geo. Esplin, G. & J. Esplin.
Joseph Fortier, Manufacturing Stationer.
F. H. Hopkins, Dominion Wire Rope Co., Limited.
E. Littler, The Walter M. Lowney Co. of Can., Limited.
L. H. Packard, L. H. Packard & Co., Limited.
T E. Peck, Peck Rolling Mills, Limited.
C. S. J. Phillips, Morton, Phillips & Co.
Carl Riordon, Riordon Paper Co., Limited.
Wm. Rutherford, Wm. Rutherford & Sons Co., Limited.
W. J. Sadler, Sadler & Haworth.
Geo. A. Slater, Geo. A. Slater, Limited.
Chas. A. Smart, Smart Bag Co., Limited.
N. M. Yuile, Diamond Flint Glass Co., Limited.
R. J. Younge, Canadian Rubber Co., of Montreal, Limited.

In all 226 votes had been cast of which one had come in too late and two had been rejected, making a net vote of 223.

The report was adopted and a vote of thanks to the scrutineers for their services was passed.

WHY THE MODERN MANUFACTURER MUST ADVERTISE

By Mr. J. J. Gibbons.

In the Following Article Mr. Gibbons Discusses the Possibilities for Advertising Branded Articles, the Necessity for Meeting the Publicity of Foreign Products, and the Mediums open for an Effective Campaign.

"THE manufacturer can only adopt that method of selling which reduces expenses; and if advertising does not act as the lubricant to the wheels of distribution, reducing the expenditure at the same time that it makes the sales more plentiful, we should not find it in the position it occupies to-day." So said W. H. Lever, of Sunlight Soap fame, in his speech at Liverpool, March 2nd, 1910.

Beyond argument, the manufacturer who does not advertise is making goods for a few instead of for millions. Whatever his product, if it has merit enough to sell on its merits, he cannot afford to sell it anonymously. If it can be identified by a trademark or a brand, it can be profitably advertised to the consumer.

If the manufacturer who does not advertise, nor believe in advertising, will give the question as much thought as he would apply to hiring a stenographer, he will see that his factory does not really own its most valuable possible asset. It does not possess the goodwill of the consumer. Its reputation does not extend beyond the doors of the few jobbers who distribute its output.

And, though the jobber is all right in his way, and can be formed into a valuable cog in any mill's selling machinery, his goodwill is a fabric of the most unsubstantial kind. If you are a manufacturer who does not advertise, and whose influence on the consumer is a minus quantity, you are simply helping supply a market for miscellaneous, unnamed and practically unknown goods.

Your jobbing connection may be yours this year; it may have been yours for twenty years past; it may be yours next year—and it may not. Let a foreign competitor come into your trade field with an equivalent line and shade your prices a fraction. What will happen?

You know what will happen! Despite your twenty years of business relationship, either you must equal the competing offer, or your jobbing connection will vanish from your ledgers. There is nothing permanent, nothing assured, nothing of a business asset in the strongest trade connection you can create without the consumer's friendship.

Unless you advertise to the consumer, unless you create your own market, as have many like the multi-millionaire manufacturer quoted above, you cannot captivate the consumer, and, without him, your market is not in your control.

Some Expenditures That Are Futile.

In some instances manufacturers and jobbers band together under a trade agreement to maintain prices and to minimize competition amongst themselves. No one will question the value of such alliances in so far as they economize selling-cost and restrict ruinous price-cutting. Nor will any informed person assert that such agreements, or any legislation, can operate permanently to protect any market from, or any manufacturer against, fair and aggressive competition.

Take a leaf, then, out of the book of the most successful and established manufacturers of our time. Men like Mr. Lever saw long ago that the consumer is the important unit of the business world, the driving belt of the commercial engine. They foresaw the radical change in selling methods that must and has come to pass.

They know, as the progressive element of the business world must know, that the consumer alone makes the demand. They know that the storekeeper, who long ago could be expected to create the demand for his wares, nowadays is simply a distributor, who has no demand to offer a manufacturer until the consumer demands them from his store.

He looks to the manufacturer to create that demand. So does the jobber, more and more. For each of these warders of the channels of distribution realizes, as the live manufacturer realizes, that the gap between the manufacturer and consumer is no longer a wide gap; and they all tend more and more to use their best efforts to push advertised goods as against those not advertised.

True, the storekeeper does stock unadvertised goods, and he always will. But he only stocks such of these as at first afford him an unusually large profit. Even then he knows that this large profit margin is sure to shrink, and shrink again, under the pressure of competing advertised goods. Finally, without any active demand from the buying public, the unadvertised line is crowded out.

This is the commonest fact in modern selling; yet there are manufacturers even to-day in Canada who have not yet seen the obvious truth that to get out of the crowd, whether in building a new enterprise or expanding an old one, the first vital need is to create the demand from the consumer. How can the manufacturer do that unless he advertises?

For he must do it himself. He must trademark his product; he must teach the public to know what that trademark stands for; he must lessen to the last degree the friction of his selling machine. Thus he is coming to consider carefully how many different influences he has to sway before his goods reach the man or the woman who buys them; and he tends steadily to build up a demand for HIS product, and less and less to simply compete with other similar products.

Making the Public Take Notice.

The Advertising Manufacturer, whose publicity campaign is wisely guided by a competent advertiser, spends his advertising appropriation with a single purpose in view. Without excessive outlay he can now influence our present population in his favor, and so firmly establish himself in this market that he will for years be fortified against the competition that is coming. His would-be competitors of the future, be they financed by foreign capital or by the accumulated earnings of our own mills seeking reinvestment, will then have to spend dollars to outweigh the cents he spends now for advertising.

Canadian manufacturers in particular have been none too wideawake to the changing conditions of Canadian business life. Starting with modest capital, and depending to a great degree upon the banks for their resources, they have built a considerable business upon old-time methods. Those methods have had their day.

Some manufacturers will say they "have more orders than

can be handled." But they do not discount the future. They take no account of hard times, and the need for a surplus demand when those times come. They do not allow for possible tariff revision; nor for rising cost of raw material; nor for what harm disloyal selling connections can do them.

In the "lean year" of 1908 many a Canadian manufacturer got a painful lesson on the value of goodwill and the shaky position the lack of it creates. The public did not directly know these manufacturers existed. The jobber had been careful to see that the public did not know. And, when hard times came and the foreigner made Canada a dumping ground for his goods, the Canadian manufacturer quickly learned what the goodwill of the jobber and the remoteness of the consumer must cost him. He had to cut prices, and cut again, to market his output at all. He would not have felt the pinch of 1908 if he had really owned his own market through advertising.

Nor do such manufacturers, it might seem, recognize the presence—the rapidly enlarging presence—of foreign competitors in the Canadian field. People buy goods nowadays with common sense. People prefer advertised goods. The woman who buys your product to-day—suppose she likes it well enough to want to buy it again next week, next month, next year—can she get it? How can she be certain she is getting it next time? Does she even know how to ask for it?—if it is not trademarked and not advertised.

Consider, for one thing, the immense inrush of consumers from the United States. More than 150,000 of them came into the Canadian West since 1908. Practically every one of them has been educated to buy trademarked, advertised goods, and is naturally an advance agent for foreign products. Perhaps your products compete with some of these they buy by preference. Yet perhaps your goods, quality for quality, price for price, excel (or at least equal) the United States' goods they pay a tariff charge to buy on this side.

These immigrants constitute a bigger and bigger asset of the Canadian manufacturer; but he cannot realize on that asset until he has taught these buyers to demand Canadian-made goods. They will do the demanding, if they have any reason to; and nothing on earth but advertising—YOUR advertising, may be will supply with that reason.

Advertising is Not culation.

Many manufacturers approach the question of advertising with the idea that an effective advertising campaign, aimed at the consumer, implies rebuilding their selling machinery, or a reorganization of selling methods. That idea is wrong.

Advertising, done with the help and guidance of a competent advertising agent, simplifies any factory's selling system and makes its business wheels run more smoothly. There is no need for any break in the chain. The mill can still look to its selling agent; he, the jobber; the jobber to the wholesaler; and the latter to the retailer, whose aid has its material value.

Advertising will make the retailer feel the pressure of the public's demand; and he, like the wholesaler and the rest, will gladly co-operate with the manufacturer to make his trademark known and his goods a staple.

Under competent advice there is no element of speculation in advertising a manufacturer's goods, if they have right of entry into a general market. Trademark them sensibly; pack them attractively; attend to their distribution before the advertising begins; and advertise them intelligently, aggressively, persistently. The result can be predicted with certainty; and the outlay need not be excessive.

How the Start Should Be Made.

When approached with a plan for advertising, some manufacturers incline to that bromidiom so familiar (and wearying) to every up-to-date advertising specialist: "Advertising might be all right for other lines; but my specialty cannot be advertised."

There are so few things that cannot be advertised, and advertised profitably to the general public, that a very small sheet of paper could easily hold their names. For example, it would be difficult (at first glance) to think of anything more unlikely to advertise to the public than a hosiery dye. Figure how roundabout the appeal is in this instance; how far-fetched seems an attempt to influence the Man in the Street or the Woman in the House to demand, through retailer to wholesaler to jobber to mill to yarn-dyer, that a certain dye be used on one's hosiery!

Yet Louis Hermsdorf probably supplied the fast-black dye that colors your own hose; and there is not a store of any note in the civilized world that lacks its assortment of Hermsdorf dyed hose. Advertising did even that.

There is not much that cannot be advertised, verily! For the manufacturer who has any doubt about successfully advertising his line, or his specialty, the course is plain.

Let him find a competent, conscientious and experienced advertising agent and discuss the problem with him, in all its bearings.

He will know that he has called just such an agent into consultation when he listens to his inquiries into the question of distribution—the keystone of the advertising arch.

A striking, easily-remembered trademark, a terse and telling "catch phrase," and effective distribution—these three first; and, next, the matter of media and of copy.

For every agent of real ability and experience fully realizes that the factor of distribution chiefly affects the success of a campaign. Some advertising agents excel others in securing this distribution; and they manage it so that the actual sales are made at a cost that holds a reasonable relation to the advertising outlay and the results from it.

The wholesaler will welcome a manufacturer's advertising venture without adding to his selling expense, for it insures him a quicker outlet for his purchases. And the retailer responds to it because it makes his business grow.

But each of these distributors should be kept fully informed on every step of the campaign. The advertising agent worth choosing will know all this, and will see to the details involved.

Planning the Campaign.

Every well devised advertising plan ought to start with the goods. Every advertising advisor, in conference with the manufacturer and the heads of the selling organization, will first examine each detail of the product. He will seek for the selling points that put the thing advertised in a class by itself. He will consider whether the quality and price standards of the product rank it with competing goods, advertised or not. He will take into account every consideration affecting their sale—sectional tastes, weather conditions, the absorbing capacity of the possible buyer, competitor's methods, and a score of other circumstances.

Next, the competent advertising advisor will deal with the matter of trademarking the goods, if they are not already so identified. The style of the package, the label, or whatever concerns the appearance of the product and its identity, will have his study and the benefit of his wide knowledge of the market. The ideal of the advertising agent who "knows how" is to have the manufacturer call him into consultation before the goods are named, or the style of offering them to the public decided upon. With a free hand like that he can safely be held answerable for results.

If the prospective advertiser has chosen his agent judiciously, he can wisely leave to him the details of the campaign. Once he knows the amount of the appropriation —which should be a definite, not an elastic amount, based upon the difficulties of the campaign, the territory to be

covered and other elements familiar to the agent—he can be relied upon to apportion it to the best advantage.

Newspapers, trade papers, posters, street railway cards, retailers' auxiliary advertising, each has its value. The advertising agent will know how much to allot for each, and his judgment can be trusted. He has "been there before"; and the manufacturer is getting from him the benefit of long and intricate study of very similar problems to the one he now confronts.

The agent's expert knowledge of local conditions in the several provinces will be of the utmost value. For his services in this, as in most other details of an advertising campaign, the high-class advertising agent charges the advertiser nothing. His compensation comes from the newspapers and other mediums used, and he provides the plan, copy and a wide variety of detail work free of cost to his client.

Choose the agent carefully; co-operate with him earnestly; give him a free rein when he has proved his ability; and, like so many score of other advertising manufacturers, you will have no fear of invasion from abroad, of non-advertising competition at home, or of the hostility of any distributing element in your business world.

You would be well-advised if you began your advertising attack at once this year, not next. For there is an ever-swelling stream of immigration pouring into Canada, strong in buying power, ready to become a permanent item of the goodwill of the advertising manufacturer. And it is more than probable—indeed it is certain—that very few of these immigrants know your product, or are familiar with any Canadian-made goods. The time to influence them is before they acquire fixed habits on this side of the water; and so well is this appreciated by one of the foremost Canadian merchants, that you will see about the docks at Liverpool an invitation to "Send for Catalogue—T. Eaton Co., Toronto."

Eaton's believes in catching them before they are fairly started for the Dominion. Perhaps you will see the wisdom of influencing them—and our neighbors across the line who are coming in by their thousands—as soon as they get there. You cannot begin to do that too soon.

Travellers' Samples on South African Railways.

In reply to an inquiry, the general manager of the Central South African Railways has explained that the concessions granted by the railways in respect of luggage and samples accompanying commercial travellers are: (1) Double the weight of free luggage granted to ordinary passengers is allowed; (2) the balance, subject to maximum of 1,300 lbs., is charged at half parcel rate; (3) provided the commercial traveller produces his railway ticket, the charges on the luggage are levied on the total mileage in one direction, and the luggage is so booked, the traveller thus having the advantage of a through charge irrespective of the number of places at which he may break his journey *en route*. These arrangements apply equally to the forward and return journeys.—(*Commercial Intelligence.*)

French Declaration of Cardboard Packing.

We would warn exporters of boots and other articles usually packed in cardboard boxes to be careful as to the declaration of these boxes, if they are decorated. Recently, a British boot manufacturer declared in good faith the boxes containing his goods as *carton assemblé* at 36 frs., whereas they should have been declared as *carton décoré* at 70 frs. as bearing colored fancy labels.

On the intervention of our Chamber, no fine was inflicted, but the matter is one which should have the attention of exporters.—*British Chamber of Commerce, Paris.*

Protection Increases Wages.

"Occasionally the Free-Trader in the United States makes the blunder of speaking about the workers in unprotected industries deriving no benefit from Protection, but the experience of Germany and that of the United States demonstrates conclusively that there is no class which does not benefit from the stimulus given to industry by the artificial aid extended to it by the Protective system. It would be extraordinary if this were not the case. The object and the result of Protection is to increase production, and where the latter is accomplished there is more for all workers to share. Even the non-productive consumer shares in the benefits of increased production, making it easier for him to satisfy his desire for consumable articles."

Insurance for Unemployed.

It is proposed by several German municipalities to establish an insurance for unemployed, according to the *Maritime Merchant*. The city of Ghent has such a fund already under way, and it is expected that the other towns will follow the plans laid down by that city. The insurance in Ghent lies principally with the workmen's societies.

To the amount paid to a beneficiary by these organizations, the municipalities add fifty per cent. of it when it is shown that the man's non-employment is due to no fault of his own, such as a strike or a lockout. The city's contribution, however, is not to exceed a mark daily.

Questions arising as to the reasons of non-employment, whether by fault of the employer or employee, are to be decided by a jury, consisting of employers and men, with a neutral presiding officer having the deciding vote.

English Company Starts Branch.

The Pinchin, Johnson Company, Ltd., are erecting a plant for the manufacture of paint, colors and varnish at 378-386 Carlaw Avenue, Toronto. This is the Canadian branch of an English company, which was established in London in 1834. The company makes a specialty of the goods required by the manufacturing trade. An organization has been completed, to cover the entire country. Mr. Jas. E. Ebersole is president of the Canadian company, Mr. Oscar Rosenberg, vice-president, and Mr. Gordon C. Scott, Secretary.

The Bank of Nova Scotia will build a branch building in St. Stephen, N.B.

The New Brunswick Telephone Co. are building an addition to their St. John Exchange.

It has been announced by Mr. J. H. Plummer that the Dominion Iron and Steel Co. will establish mills for the production of wire, wire nails and other finished products.

The Dominion Coal Co. are getting ready to open two new coal collieries. Temporary buildings are being rushed up and the necessary plant is being installed. It is hoped that coal will be raised early in August.

A WESTERN CENTRE OF INDUSTRIAL LIFE

By Mr. T. W. Sheffield.

Regina has had Progress Equalled by Few Cities on this Continent. Its Growth in Population has been Phenomenal. Its Railway Facilities mark it out for Future Greatness.

A PROGRESSIVE revolution is quietly taking place in Canada. So quiet is its active march to its predestined goal that many people right in our very midst are unaware of the wonderful work it is doing in the creation of the mightiest institutions of the race in this twentieth century of modern progress. The sturdy races of the world are now possessing the land and the rich fields of Canada, building up the freest nation of the globe. With all this, science, agriculture, industry, invention and social advancement are tending to make Canada the mightiest link of the British Empire.

It is only within comparatively recent years that Canada has evolved into a manufacturing country, as before that its agricultural development had attracted the greatest attention. Within more recent years, a striking tendency has been manifest for manufacturing to follow up settlement in the rapidly developing Provinces of the West.

The Capital of Saskatchewan.

No review of Regina is a complete or wholly truthful one which considers only the products of the Province, the industrial development of its resources, or the remarkable prosperity of its enterprises and of its people. Consideration should be given also to the predominating spirit of the people of the whole West of Canada. Is not this spirit one of confidence and purpose? Confidence not only in their country with respect to its wonderful material potentialities, but also in themselves, in their institutions and the bright future of the civilization they are working out; and purpose to convert their visions of riches and high civilization into realities. Not the least remarkable thing about the spirit of the West is its work in forwarding the good understanding being brought about between Canada and the Motherland on the one hand and the United States on the other, uniting these powers in harmony and bringing in its train good will and mutual respect, thus linking them in a union of common freedom for the benefit of the civilized world.

In this manner, the West is doing its share of building up the nation of Canada with a joyous spirit of pride in its youthful and lusty strength. In a little over a quarter of a century, the Central West has emerged triumphant from the struggles of pioneer conditions into two full-fledged Provinces of Canada and the Empire, and of these, the greatest in point of development and of natural resources is Saskatchewan. Its capital is the city of Regina. Here fair and just laws are enacted by its own Parliament, established on the firm foundation of British traditions and ideals.



Scarth St. Looking South, Regina.

Regina has grown as the Province has grown and in the future must grow in like manner. Its future greatness is assured. A little over a quarter of a century ago, it had its beginning in a town of tents and began thus even before the advent of the railway. For a time, it was known abroad chiefly because it was the headquarters of the historic and world-renowned Royal Northwest Mounted Police. In 1910 it is a modern, well appointed, solid commercial city, its citizens, Canadian, British and American, having firm confidence in its present and future prosperity and industrial progress.

The eyes of the world are upon the West, half conscious, yet marvelling at the unbounded wealth being taken from the rich, black land of its fertile prairies. The agricultural wealth of Saskatchewan lays the most solid foundation for its future growth. In 1909 the occupied and cultivated lands of Saskatchewan yielded wealth in cereal produce to the value of $160,000,000, and only about one-tenth of the land of the

Province is under the plow. Regina is at the centre of this rich land and offers unlimited opportunities for industrial development to the commercial and financial countries of the world.

A Few Salient Requirements.

1. The financial investment, business industry or branch



City Hall, Regina.

house should be located at the heart of the provincial life and commercial activity of the people.

2. Where the highest organization for the transportation and handling of freight prevails. Without this, whether we have the raw materials or not, the supply will be mainly confined to the local markets.

3. Light, power and pure water for domestic and manufacturing purposes.

4. Easy access to markets and a supply of labor.

5. The industry should be located in the largest centre of population, now possessing and likely to continue to possess the greatest commercial development.

6. The industries should be located where the community have at their disposal the best facilities for education, and opportunities for social advancement, with the facilities for the up-building of sturdy moral and physical strength and the cultivation of a healthy rivalry in the field of legitimate sport.

Regina is fortunate in having her fair share of the foregoing requisites for the steady development of her commercial progress. Many manufacturing centres have become rich and prosperous with only a few of these advantages, —and without exception, the possession of some of them will counterbalance the absence of others.

Geographical Position.

Regina is situated in the centre of one of the most famed wheat growing sections in the world. Its southern border is the International Boundary between Canada and the United States. East of it is the Province of Manitoba. West of it is the Province of Alberta, and on the north are the North-West Territories. Extreme length 760 miles, its width on the south being 393 miles; giving an area of 250,650 square miles, of which 8,318 square miles is water—the total land surface being 155,092,480 acres.

The Last Authentic Figures.

Twenty-five years ago, this Western Province was regarded by the outer world as suitable only for the pursuits of the fur trade and the struggling pioneer with very crude agricultural methods. Notwithstanding, those early settlers produced wonderful results, the crops increased by leaps and bounds with the ever-increasing settlement of the desired class on these vast, fertile plains of the West.

The last authentic figures record the total value of agricultural produce, excluding live stock, of the Province of Saskatchewan for 1909 at over $160,000,000.00,— an assurance in itself of its unbounded prosperity in the future.

Thousands of acres where these yeomen previously drove their furrows have since yielded a harvest of commercial activities and kindred industries, the quietness of the surrounding country being succeeded by the mighty roar of the locomotive bringing the East to the West—creating in the tumult Regina, the metropolitan City of the mighty West.

A Distributing Centre.

The extensive railway facilities which Regina possesses undoubtedly place the city in the premier position as a distributing centre. Situated on the main line of the Canadian Pacific Railway, it is also the terminus of the Regina and Arcola Line, an alternative route south-east to Manitoba points. Regina is the terminus of the Canadian Northern Railway's southern main line from Winnipeg and Brandon; and also of the Canadian Northern Railway's Prince Albert line. The line to connect Regina with the Canadian Pacific



A Station Scene.

Railway's Pheasant Hills branch is now under construction and will be completed early this year. The same company have also surveyed a line south to connect with their Weyburn-Stoughton line at Griffin. The Grand Trunk Pacific are now building their line from Yorkton to Regina and will have it

completed at an early date; this will be continued in a south-easterly direction to the International boundary at a point at or near North Portal. Construction work on this line is in progress. Other lines that are contemplated are the Canadian Pacific Railway's Regina, Saskatoon and North Saskatchewan line to Prince Albert, the Canadian Northern Railway's line northwesterly to Edmonton and a second line north to connect with their main line and further northward, and the Grand Trunk Pacific's Regina-Brandon southern main line; the Grand Trunk Pacific westward to Edmonton connecting with the main line at that point, thence to the Pacific Coast. There is no doubt but that the Grand Trunk Pacific line westward united with the line from Regina to North Portal, where it connects with the Great Northern Railway System, will be at an early date the main artery for traffic between the Eastern American centres and the Japan trade, Regina being so situated geographically that it must become the distributing centre for the prairie West.

ing with main lines with suitable switch arrangements to minimize delay in handling freight cars. The city sells the sites adjoining the spur tracks at a nominal figure to bona fide industrial concerns.

Manufacturing Opportunities.

The extensive railway facilities Regina possesses have naturally helped considerably in the progress of the city's distributing trade. To meet the ever-increasing demands of the population of Saskatchewan, several hundreds of miles of branch lines are to be added this year to Regina's railway connections, bringing other well developed sections into direct communication with the city. The present and future demands call for the establishment of the following industries:

Felt Hat Factory, Wholesale Paint and Glass Factory, Shirt and Collar Factory, Match Factory, Straw Hat Factory, Buggy and Wagon Factory, Oil Lamp Factory, Paper and Box



C.P.R. Freight Yards, Regina.

Twenty passenger trains now arrive in or depart from the city daily, making it easily accessible from all points. That this is generally recognized is proved by the fact that over three hundred commercial travellers make Regina their home, working from here to all parts of the Province, grasping the opportunity for commercial development made possible by the extension of the Canadian Pacific, Grand Trunk and Canadian Northern Railways; these highways of commerce, together with eight branch lines, feeding and supplying 100 towns and villages within a radius of 100 miles of the city.

Modern Spur Track System.

In connection with this vast system of main and branch lines, the city owns and controls the whole of the industrial sections adjoining the main railway lines, which is laid out on the most modern plan of spur lines, each site being served by two tracks, one for loading or discharging and one connect-

Factory, Harness Factory, Biscuit Works, Furniture Factory, Knitting Mill, Lithographing Concern, Flax Oil Mill, Clock Factory, Twine Factory, Motor Car Factory and Gasoline Engine Works.

Water Supply.

Regina is exceptionally fortunate in having an abundant supply of the very purest water, both for domestic and manufacturing purposes. This water cannot be excelled anywhere in the Dominion. It is brought to the City by gravitation from springs some five miles distant. There is a sufficient supply to serve a city of 50,000 inhabitants after allowing 1,000,000 gallons a day for manufacturing purposes, and there are a large number of springs from which a further supply can be drawn as necessity arises.

Progressive Figures.

That the volume of business done from Regina is already very considerable is evidenced by the amount of the railway traffic receipts which last year totalled $2,300,000, the following being about the average for each month:

Freight and Passenger Returns, Regina, Month ending April, 1910.

	April, 1910.	April, 1909.	Increase.
Passenger:			
Tickets, C. P.	$38,054 10	$21,281 80	$16,772 30
Tickets, C. N.	11,520 00	7,164 00	4,356 00
Freight:			
Frt. Rec'd C. P.	155,773 50	65,725 00	90,048 50
Frt. Rec'd C. N	39,014 20	15,971 00	23,043 20
Freight:			
Frt. For'd C. P.	37,775 25	18,330 25	19,445 00
Frt. For'd C. N.	15,221 00	7,507 00	7,714 00
	$297,358 05	$135,979 05	$161,379 00

Regina's Chief Imports for the Month Ending May 31.

Engines and parts	$152,687 00
Farm implements	47,595 00
Threshing machinery, separators	19,580 00
Miscellaneous machinery	2,240 00
Motor car parts	16,186 00
Iron and steel sheets	1,009 00
Electrical supplies	1,435 00
Binder twine	15,980 00
Brick	2,183 00
Groceries	4,394 00
Dried fruit	4,445 00
Boots and shoes	1,213 00
Clothing	2,655 00
Hardware	7,638 00

Building Progress.

It is estimated that over $10,000,000 is being spent in Regina during 1910 on new buildings, municipal improvements and railway extensions.

Conclusion.

Without undue elaboration or unfair comparison, we believe that Regina will be found to possess all those present day facilities and prospective advantages that are required for the financier, manufacturer or distributing houses of Canada, Great Britain and United States.

CANADA AND GERMANY.

THE *Vossische Zeitung*, one of the leading papers of Germany, remarks in reference to the provisional agreement of Feb. 15th between Canada and Germany, that Germany must be prepared to offer Canada more liberal terms than those outlined in the provisional agreement. The *Vossische Zeitung* is a Liberal organ, and fully recognizes the difficulties to be expected from the Agrarians, whose endeavors it has always been to keep out foreign foodstuffs.

One thing is clear, Canada must extend her export of agricultural machines, especially of mowers and binders. Germans themselves admit that the Canadian machine is by far the best on the market, and that the German agricultural machine industry is in its very first infancy. To quote the late Dr. Neisser, a leading German economist: "As our agricultural machine industry is still young, it will be a long time before Germany will be in a position to even begin to produce anywhere near what German agriculture needs; we shall depend for a long time to come on either the United States or Canada for our agricultural machines supply."

All German agriculturists prefer the Canadian to the United States machine, and maintain that it is more reliable. At present agriculture is carried on here in rather a primitive manner. Fields are small, surrounded with walls, ditches or hedges, and consequently not well adapted to work carried on with machines. Most farm work is done by hand. Here again the implements used are "way behind the times," and not practical; for instance, both the scythe snaths and axe helves are straight instead of curved. Now, however, as labor is getting scarce in rural areas, owing to the tremendous increase of industry, and as farms are falling more and more into the hands of the big land-owners or companies, the result is that fields have been made larger, and thus a double need for agricultural machinery created.

In a country with such a developed forestry as Germany the Canadian axe should also find a ready market.

In any coming agreement Canada must be careful to safeguard the interests of her agricultural machine industry. During, and in spite of, the tariff war the quantity of agricultural machines exported to Germany increased by eight times from 1904 ($135,547) to 1908 ($831,310), of which sum $500,000 stands for harvesters and mowers.

In Canada's trade relations to Germany one fact stands out clear and indisputable. Canada has goods to offer, both raw and finished, of as excellent a quality as Germany can hardly purchase elsewhere. Germany has *nothing* which Canada cannot obtain just as advantageously from other markets, with perhaps the exception of mineral potash, of which Germany practically owns the world's monopoly.

Finally, and above all, let us remember that lowering tariff barriers for German goods is a great menace to Canadian industry, and must only be done—can only be done—in return for full and unstinted compensation. But can Germany offer this to Canada?

L. H.

Berlin.

Trade Hints Regarding Mexico.

In general the catalogue is of very little value as a means of getting trade, the more so since only one or two per cent. of the catalogues that reach the consulate are printed in Spanish, the rest being in English, with English weights and measures and values, says the British Consul at Vera Cruz. Catalogues are useful in following up an established trade, but their initiatory power is very small, and the consul believes that at Vera Cruz they are productive of little or no good, excepting when distributed by the personal representative of the manufacturer. The traveller readily learns the needs and requirements of the country, and as a new-comer he can very often pick up a good deal of information by a visit to consular officers in the different districts. The catalogue is a mere matter of chance; the traveller produces lasting returns.

Wood, Vallance & Co. will build an addition to their Vancouver warehouse.

Gordon, Ironsides & Fares, Winnipeg and Montreal, have decided to build a branch meat packing plant at Moose Jaw. A site has been secured, and work will commence immediately. This will be one of the best industries to be established west of Winnipeg.

MUST GIVE JOINT SERVICE

Railways Compelled by Decision of Supreme Court to Give International Service.

A CANADIAN Railway Company must grant the rate specified by a tariff filed by a United States railway for an international joint service, or else secure its disallowance through an order of the Board of Railway Commissioners. Such is the decision of the Railway Commission, affirmed later by the Supreme Court of Canada.

In 1906 the Indianapolis Southern Railway filed a tariff with the Board for the carriage of oil from Stoy to Toronto. The service was to be participated in by the Indianapolis Company and the Grand Trunk. The Grand Trunk later denied that they had agreed to the joint rate, and exacted a higher toll for their share of the transportation. Against this action and for the refund of the amount thus collected in excess of the original filed joint tariff the British American Oil Company, of Toronto, appealed to the Railway Commission.

After an extended argument the Board gave a decision in favor of the Oil Company on the ground that the validity of the joint tariff did not depend upon the agreement of the participating Canadian Railway Company; that the joint tariff having been filed by the foreign company thereupon became operative on the date specified, and would continue to be binding until superseded or disallowed by the Board; that the Grand Trunk's relief consisted in an appeal for its disallowance to the Board. This they had not made.

The Railway appealed to the Supreme Court against the Commission's decision. Here the Judges, Anglin, J., alone dissenting, upheld the finding of the Chief Commissioner.

The decision of Sir Louis Davies, which was concurred in by Chief Justice Sir Charles Fitzpatrick and Girouard, J., is a closely reasoned opinion and establishes the rights and duties of railways in the case of international traffic under the provisions of the Railway Act. From the shipper's standpoint it is of great importance in that he is now able to accept the rates quoted by a United States road for the carriage of goods to a point in Canada with the assurance that he will be charged that rate and not such additional toll as the participating Canadian road may feel disposed to demand. The limits of the Board's jurisdiction over international traffic are also more clearly established. Incidentally the need of an international tribunal to deal with cases arising out of international traffic is made abundantly apparent.

The case brought out the difference between the three classes of joint tariffs; those representing a domestic or Canadian service participated in by more than one road; an international service originating in Canada; and the same originating in the United States.

No question arises in the case of domestic joint traffic, because the Board has jurisdiction over all the operating companies and has the fullest powers governing the joint rates to be given by them. They may agree upon a joint tariff. If they do not the Board can supply and enforce one.

Where international traffic originates in Canada, the joint tariff must be filed by the Canadian company and agreed to by the foreign company. The principle of this is clear. The Board has no jurisdiction over a foreign road until the latter submits in some way to that jurisdiction. So if the Grand Trunk or C. P. R. filed a joint tariff for the carriage of goods to New York and the United States roads refused to accept that tariff there would be no means of making it effective. But when the rate is filed by the Canadian company and agreed to by the foreign company, the Board becomes competent to say whether or not such a rate is just and reasonable.

Finally there is the case where the joint traffic originates in the foreign country; this being the particular class under which the case under discussion falls. Since the Board has normally no jurisdiction over the foreign company, it cannot compel the granting of a joint rate. Where, however, as in the Indianapolis Southern case, the foreign company places itself under the jurisdiction of the Canadian Commission by filing with it a tariff under which, in conjuncton with a Canadian road, it will deliver goods in Canada, there is no necessity for the participating company, in this case a Canadian company, to file an agreement with the Board, as was necessary in the converse case, because the participating company is under the complete jurisdiction of the Board, and if the joint rate is just and reasonable it can compel the railway to accept it whether it agrees or not.

The case provides some interesting interpretations of the clauses of the Railway Act governing joint tariffs and international traffic.

FOREST DEVELOPMENT

Scientific Methods Make Forest Conservation a Profitable Policy.

GERMANY has the highest developed system of forest management and conservation of any country in Europe. It has nearly 35 million acres of forest, of which 31.9 per cent. belongs to the state, 1.8 to the crown, 16.1 to communities, 46.5 to private persons, 1.6 to corporations, and 2.1 to institutions and associations. For each citizen there is a little more than three-fifths of an acre of forest; and though 53 cubic feet of wood to the acre is produced in a year, wood imports have exceeded wood exports for more than forty years, and 300,000,000 cubic feet, valued at $80,000,000, or more than one-sixth of the home consumption, is imported each year.

In forestry Germany has always led in scientinc thoroughness; the scientific knowledge has been applied with the greatest technical success; and it has procured an increasing forest output together with an enlargement of profits. It will be interesting at the outset to state the European forestry theory, the basis on which Germany and other nations have conducted their conservation work, and statistics and summaries to come later to show that there has been a profit in the practice of the theory.

In the cultivated forests of Germany the absence of underbrush and decayed logs and limbs, the density of the forest, and the even distribution of the trees, often planted in long, straight rows, immediately arrest the attention. One can walk with ease, or drive anywhere among them, except where the hills are too steep or stony, or where the trees stand too closely together, this always being the case in young woods. The trees are not permitted to reach the full limit of their life and then, as the result of decay, to fall and remain rotting on the ground. They are considered as wood capital, which adds interest to itself as long as the trees continue to grow, at first slowly when the trees are small, more rapidly when they are of medium size, and more slowly again when they become large. When the trees die the wood interest ceases entirely, and as they decay the capital is reduced. The forester leaves this wood capital as long as the wood interest continues satisfactory. Then, when the growth declines, it is removed, the forester taking the trunks and limbs, and the peasants gathering up the brush and often digging up the stumps, although these, too, are frequently taken care of by

the forester and sold in the market to pay the cost of their removal. In some German districts all the products are are marketed.

Saxony has 430,000 acres of state forests, and its yield rose 55 per cent. between 1820 and 1904. It is now 93 cubic feet an acre. These increases are not limited to Germany, since other European nations, notably Italy and Switzerland, are now reaping large revenues from their timber lands.

When Saxony forests are yielding $5.30 an acre, those of Wurtemberg yield a net annual revenue of $6, and those of several smaller administrations exceed this. There are also a large number of private forests managed with great success, whose revenues equal or exceed $6 an acre. For 15,600,000 acres of state, municipal and private forests included in a canvass, it was found that the average net annual revenue an acre—from good, bad and indifferent land—was $2.40.

In Austria there are 24,000,000 acres of forest, of which 7 per cent. belongs to the state. Private owners hold 58 per cent. As Austria has been independent of the German Federation only since 1866, its forestry system, in the main, has followed German lines. Private forestry is encouraged by a system of taxation which relieves forests in which forestry is practiced. The total net annual state forest revenue is $5,000,000. The net yearly revenue of 21 cents an acre is comparatively low, due mainly to the facts that only 56 cents an acre are expended and that most of the area is located in the rugged Alps and Carpathians, where administration and logging are costly. The forest department was started in 1872 and reorganized in 1904 into three departments—administration proper, reforestation, and the correction of torrents and forest protection. Forestry is successfully practised on 60 per cent. of all the state forests, and on 82 per cent. of the private forests.

In Germany forestry is a well-established profession, for which the candidates must prepare themselves thoroughly. They must learn the science in a forestry school, where the course of study requires much hard labor. After graduation they must practise the science under masters for several years. These masters are usually officers having charge of ranges.

WHY AN INDUSTRY CAME

The Policy Which Adds Industries to Canada's Roll.

ONE of the strongest arguments against reciprocity with the United States is furnished by a well-known American writer, Elbert Hubbard, who instances the case of the Olivers, of South Bend, Indiana, in the presentation of their contention. This firm of plough manufacturers has recently bought a big tract of land at Hamilton, Ontario, for factory purposes—the first investment for land, dockage, buildings and machinery being over $1,000,000. This is only a mere beginning, for before the shipment of ploughs commences the investments for materials, etc., will increase, according to the writer, very many fold. This means that the firm will build up and maintain a population equal to a city of 25,000 people. The tendency of trade is towards decentralization, he claims, and as a big factory gets so big when it is enlarged, it must be enlarged as a unit—that is, an entire new plant must be built, duplicating the first. The Olivers had to duplicate their South Bend plant, and while its location would naturally be at their home town, where tney control an immense water power and own 1,000 acres of land adjoining their present site, Mr. Hubbard points out that, for eminently sound and safe reasons, a site in Canada is chosen instead. These are that while Canada has only one-tenth of the population of the United States, its available agricultural area is fully as large as that of the Republic. Canada needs ploughs, and has the money to buy them. But she can't buy the South Bend make, on account of the prohibitive tariff.

While the Olivers never before catered to a Canadian trade, because they could not, they had a very large business with South America, Europe and the Orient. The Canadian manufacturer, Mr. Hubbard says, is very much better situated to take care of a foreign trade than the American manufacturer for two reasons: First, the United States has no merchant marine, and, second—to quote Mr. Hubbard's words—"We have barred the products of the world in a good many instances, and the countries that we bar in turn bar us." This the writer defines as commercial reciprocity. It is contended that Russia, for instance, is, in Canadian custom house parlance, "a favored nation," but that a high Russian tariff bars United States goods.

The writer also points out that in the making of ploughs six ingredients enter; wood, iron, paint, labor, enterprise and capital; that the United States is getting short of wood, of which Canada has plenty, and that the Canadian lumber, which is needed across the line, is kept out by the American tariff. Canada, too, it is held, has large iron beds, practically untouched, and the coal to smelt it. Foodstuffs, too, are cheaper in Canada than in the United States, and this is a cheapening factor in the labor market. Mr. Hubbard finds that the hard-headed business men who are coming here with capital and enterprise are not dreamers or theorists and are simply following the American invasion of our fertile agricultural regions.—*The Brockville Times.*

A NEW CATALOGUE.

The Canadian Fairbanks Co., Limited, have just completed their General Catalogue, which is now ready for distribution. The catalogue is a very artistic production, and should prove of general interest to every manufacturer and purchasing agent throughout Canada. It is profusely illustrated, and shows the many and varied lines handled by the company. The catalogue is divided into the following sections: Fairbanks Scales, Electrical Apparatus and Supplies, Pumps, steam, belt and gasoline, Valves and Steam Goods, Railway and Contractors' Supplies, Small Tools and Supplies, Power Transmission Appliances, Safes, Vaults and Metal Office Furniture.

In addition to the General Catalogue, small Sectional Catalogues as listed above are being issued. The General Catalogue consists of approximately 1,200 pages. A heavy coated paper is used in both the General and Sectional Catalogue, so that all engravings are shown up to best advantage. The General Catalogue is bound in cloth covers, the Sectionals in heavy cover stock, richly embossed. Neither time nor expense has been considered in preparing this catalogue, and it is with a great deal of satisfaction that we now present it for your consideration.

As a reference book it will prove of very great value in every manufacturing plant, and a glance through its pages will bring to mind stronger than ever the position being filled by the Canadian Fairbanks Co., Limited, as Canadian distributors. Copy of this catalogue will be mailed free to those who are interested in receiving it.

CANADIAN TRADE AGREEMENTS

By Recent Orders-in-Council Special Tariff Arrangements have been made with Belgium and Italy, whereby many Articles from these Countries get the Benefit of the Intermediate Schedule

Trade Relations Between Belgium and Canada.

On the 10th of June, 1910, the Intermediate Tariff rates on all articles covered by the French-Canadian Convention were extended to like articles the produce or manufacture of Belgium, provided the goods are imported direct without transshipment from a port of Belgium or from a port of a British country into a sea or river port of Canada. In respect to similar articles coming to Canada from countries entitled to the benefits of the French-Canadian Convention such countries will be entitled to the privilege of shipping such goods through Belgium ports.

Trade Relations Between Netherlands and Canada.

On the 10th of June, 1910, the Intermediate Tariff rates on all articles covered by the French-Canadian Convention were extended to like articles, the produce or manufacture of the Netherlands, provided the goods are imported direct, without transhipment, from a port of the Netherlands or from a port of a British country into a sea or river port of Canada.

What Italy Has Granted to Canada.

The Kingdom of Italy shall concede to goods, the product or manufacture of Canada, enumerated hereinafter, upon their importation into Italy on and after the 10th of June, 1910, the Conventional import duties.

Monetary value of lira is 19.3c. each.

Quintal equals approximately 220½ lbs.

Statement Showing Articles Entitled to Conventional Rates.

Ex. 16. Condensed or concentrated milk containing not more than 40 per cent. of added sugar.
- Former rate per quintal ..... 125 liras.
- Conventional rate per quintal ..... 40 liras.

Ex. 59. Carbide of calcium.
- Former rate per quintal ..... 10 liras.
- Conventional rate per quintal ..... 4 liras.

Ex. 171. Wood. (*a*) Common:

(1) Rough or simply rough-hewn with the axe.
- Former rate per ton ..... 5 liras.
- Conventional rate ..... Free.

(2) Squared, sawn in the length.
- Former rate per ton ..... 7 liras.
- Conventional rate ..... Free.

(3) In small boards for boxes, sieves and the like, as well as in hoops of any size.
- Former rate per quintal ..... 2 liras.
- Conventional rate ..... Free.

(*b*) Cabinet-makers':

(2) Sawn in the length.
- Former rate per quintal ..... 4 liras.
- Conventional rate per quintal ..... 3 liras.

(3) In boards or inlaid squares for flooring.
- Former rate per quintal ..... 6 liras.
- Conventional rate per quintal ..... 4 liras.

Ex. 176. Furniture, or rough or finished parts thereof:

(*a*) Not stuffed:

(1) Of common bent wood.
- Former rate per quintal ..... 30 liras.
- Conventional rate per quintal ..... 7½ liras.

(2) Other, of common wood.
- Former rate per quintal ..... 20 liras.
- Conventional rate per quintal ..... 13 liras.

(3) Of cabinet-makers' wood.
- Former rate per quintal ..... 60 liras.
- Conventional rate per quintal ..... 50 liras.

(4) Veneered, carved or inlaid.
- Former rate per quintal ..... 60 liras.
- Conventional rate per quintal ..... 50 liras.

(*b*) Stuffed:

(2) Of cabinet-makers' wood.
- Former rate per quintal ..... 60 liras.
- Conventional rate per quintal ..... 50 liras.

(3) Veneered, carved or inlaid.
- Former rate per quintal ..... 60 liras.
- Conventional rate per quintal ..... 50 liras.

Ex 178. Utensils and divers articles of common wood:

(*a*) Plain.
- Former rate per quintal ..... 12 liras.
- Conventional rate per quintal ..... 6 liras.

Naves for carriage wheels, simply turned, spokes, felloes, shafts, mud guards for carriages, bent and simply planed.
- Former rate per quintal ..... 12 liras.
- Conventional rate per quintal ..... 5 liras.

(*b*) Polished or painted:

(1) Framed slates, ruled or not.
- Former rate per quintal ..... 18 liras.
- Conventional rate per quintal ..... 4 liras.

(2) Spindles and bobbins, of common or of cabinet-makers' wood, composed or not of woods of several kinds, rough, polished, painted, varnished, etc., even with metal fittings.
- Former rate per quintal ..... 18 liras.
- Conventional rate per quintal ..... 7 liras.

(3) Carriage wheels, painted or lacquered.
- Former rate per quintal ..... 18 liras.
- Conventional rate per quintal ..... 12 liras.

Ex. 179. Small wares of wood.

Wooden pen-holders also with metal tip and wooden knob.
- Former rate per quintal ..... 60 liras.
- Conventional rate per quintal ..... 40 liras.

Wooden cases for pedestal and pendulum clocks.
- Former rate per quintal ..... 60 liras.
- Conventional rate per quintal ..... 20 liras.

Ex. 190. Wood pulp:

(*a*) Cellulose.
- Former rate per quintal ..... 2 liras.
- Conventional rate ..... Free.

(*b*) Other, including pulp of straw and other similar materials:

(1) In a moist state, *i.e.*, containing at least 50 per cent. of water.
- Former rate per quintal ..... 2 liras.
- Conventional rate per quintal ..... ½ lira.

(2) In a dry state.
- Former rate per quintal ..... 2 liras.
- Conventional rate per quintal ..... 1 lira.

Ex. 191. Paper.

(*a*) White or dyed in the pulp.

(1) Unruled, of all kinds.
- Former rate per quintal ..... 15 liras.
- Conventional rate per quintal ..... 12½ liras.

(2) Ruled.
Former rate per quintal ..... 20 liras.
Conventional rate per quintal ..... 17½ liras.
(3) Envelopes.
Former rate per quintal ..... 25 liras.
Conventional rate per quintal ..... 22½ liras.
(b) Colored, gilt or painted, and wall-paper (including bleached paper for lithography and photography.)
Former rate per quintal ..... 45 liras.
Conventional rate per quintal ..... 40 liras.
Wall-paper.
Conventional rate per quintal ..... 30 liras.
(c) Blotting.
Former rate per quintal ..... 15 liras.
Conventional rate per quintal ..... 12½ liras.
(d) Packing paper of mechanical wood pulp, steam dried (cooked wood) of natural brown color, even glazed in any way on one or both sides.
Former rate per quintal ..... 8 liras.
Conventional rate per quintal ..... 5 liras.
(1) Packing paper of yellow straw, not colored, even glazed in any way, on one or both sides.
Former rate per quintal ..... 8 liras.
Conventional rate per quintal ..... 3 liras.
(2) Packing paper of uncolored, unbleached cellulose, weighing not less than 40 grammes per square metre, glazed in any way,
Only on one side:
Former rate per quintal ..... 8 liras.
Conventional rate per quintal ..... 5 liras.
On both sides:
Former rate per quintal ..... 8 liras.
Conventional rate per quintal ..... 8 liras.
Sharpening rust-removing, polishing and slate paper.
Former rate per quintal ..... 8 liras.
Conventional rate per quintal ..... 8 liras.
Ex. 194. Pasteboard.
(a) Common.
(1) Neither dyed nor glazed.
Former rate per quintal ..... 8 liras.
Conventional rate per quintal ..... 2 liras.
(2) Dyed in the pulp, not glazed.
Former rate per quintal ..... 8 liras.
Conventional rate per quintal ..... 3½ liras.
(b) Fine.
Former rates and conventional rates of respective duties on paper.
Ex. 201. Muffs (fur).
Former rate per quintal ..... 600 liras.
Conventional rate per quintal ..... 450 liras.
Ex. 205. Boots and shoes of all kinds, of leather or stuffs, with the exception of silk and velvet.
Former rate per 100 pairs ..... 200 liras.
Conventional rate per 100 pairs ..... 100 liras.
Footwear, of India rubber, lined or trimmed with stuffs.
Former rate per 100 pairs ..... 200 liras.
Conventional rate per 100 pairs ..... 125 liras.
Ex. 222. Tools and implements for arts and trades, of cast iron, iron or steel.
(a) Common.
(2) Polished, varnished, coated with zinc, lead, copper, galvanized, tinned, or combined with other metals.
Former rate per quintal ..... 15½ liras.
Conventional rate per quintal ..... 14½ liras.
Machine tools for working wood and metals, weighing over 50, up to 300 kilogrammes, even with burnished parts.
Former rate per quintal ..... 15½ liras.
Conventional rate per quintal ..... 14 liras.
(3) Other (with the exception of burnished articles).
Former rate per quintal ..... 13½ liras.
Conventional rate per quintal ..... 13 liras.
(b) Fine.
(2) Other, even polished, varnished, coated with zinc, lead, copper, galvanized, tinned, or combined with other metals, but not burnished.
Former rate per quintal ..... 17½ liras.
Conventional rate per quintal ..... 17 liras.
Scythes, sickles and chaff cutters.
Former rate per quintal ..... 17½ liras.
Conventional rate per quintal ..... 12 liras.
(3) Machine tools for working wood and metals, weighing 50 kilogrammes or less, even with burnished parts.
Former rate per quintal ..... 17½ liras.
Conventional rate per quintal ..... 16 liras.
Ex. 240. Machines.
(j) Sewing machines.
(2) Without stands.
Former rate per quintal ..... 30 liras.
Conventional rate per quintal ..... 25 liras.
Ex. 261. Stones, earths and non-metallic minerals.
(b) Cement, quick-hardening, and hydraulic lime.
Former rate per quintal ..... 1¼ liras.
Conventional rate per quintal ..... ½ lira.
Ex. 310. Horses.
(1) Over 1.38 metres high, measured from the withers.
Former rate each ..... 40 liras.
Conventional rate each ..... 25 liras.
Ex. 315. Cows.
Former rate each ..... 12 liras.
Conventional rate each ..... 10 liras.
Ex. 326. Fish.
(1) Fish, marinated or in oil, in boxes; except tunny, sardines and anchovies.
Former rate per quintal ..... 30 liras.
Conventional rate per quintal ..... 25 liras.
Sardines and anchovies, marinated or in oil, in boxes.
Former rate per quintal ..... 30 liras.
Conventional rate per quintal ..... 15 liras.
(2) Fish, marinated or in oil, in barrels, except tunny, sardines and anchovies.
Former rate per quintal ..... 30 liras.
Conventional rate per quintal ..... 25 liras.
Sardines and anchovies, marinated or in oil.
Former rate per quintal ..... 30 liras.
Conventional rate per quintal ..... 15 liras.
Ex. 331. Cheese.
(a) Hard.
Former rate per quintal ..... 25 liras.
Conventional rate per quintal ..... 10 liras.
Emmenthal (including "small Bernese" and "Bernesine") Gruyere (Fribourg de ragon et de consommation) Saanen; Sbrinz and other Spalen; formaggio dolce, formaggio della paglia.
Former rate per quintal ..... 25 liras.
Conventional rate per quintal ..... 15 liras.
(b) Soft.
Former rate per quintal ..... 25 liras.
Conventional rate per quintal ..... 15 liras.

What Canada Has Granted to Italy.

Canada, on and after the 10th of June, 1910, shall extend the benefit of the Intermediate Tariff to goods, the products or manufacture of Italy, enumerated hereinafter, when im-

ported without trans-shipment from a port of Italy or from a port of a British country into a sea or river port of Canada.

67. Macaroni and vermicelli.
Former rate per one hundred pounds $1.25
Intermediate rate 1.00

86. Tomatoes and other vegetables, including corn and baked beans, in cans or other air-tight packages, n.o.p., the weight of the cans or other packages to be included in the weight for duty.
Former rate per pound ..... 1½c.
Intermediate rate ..... 1¼c.

152. Lime juice and other fruit syrups and fruit juices n.o.p.
Former rate ..... 20 p.c.
Intermediate rate ..... 17½ p.c.

Ex. 163. Wines of the fresh grape of all kinds, not sparkling, containing twenty-six per cent. or less of proof spirit, whether imported in wood or in bottles.
Former rate ..... 30% in addition to present rates.
Intermediate rate per gallon ..... 25c.
And in addition thereto, for each degree of strength in excess of twenty-six per cent. of proof spirit until the strength reaches forty per cent. proof spirit ..... 3c.
Provided that six quart bottles, or twelve pint bottles, shall be held to contain a gallon for duty purposes under this item.

Ex. 165. Champagne and all other sparkling wines; former rate 30% in addition to present rates.
(*a*) In bottles containing each not more than a quart, but more than a pint (old wine measure).
Intermediate rate per dozen bottles $3.30
(*b*) In bottles containing not more than a pint each, but more than one-half pint (old wine measure).
Intermediate rate per dozen bottles $1.65
(*c*) In bottles containing one-half pint each or less.
Intermediate rate per dozen bottles ..... 82c.
(*d*) In bottles containing over one quart each (old wine measure).
Intermediate rate per gallon $1.50

230. Castile soap.
Former rate per pound ..... 2c.
Intermediate rate per pound ..... 1c.

233. Pomades, French or flower odors, preserved in fat or oil for the purpose of conserving the odors of flowers which do not bear the heat of distillation, when imported in tins of not less than ten pounds each.
Former rate ..... 15 p.c.
Intermediate rate ..... 12½ p.c.

264. Essential oils, n.o.p.
Former rate ..... 10 p.c.
Intermediate rate ..... 7½ p.c.

526. White and cream colored lace and embroideries, of cotton or linen.
Former rate ..... 20 p.c.
Intermediate rate ..... 17½ p.c.

563. Women's and children's dress goods, coat linings, Italian cloths, alpacas, orleans, cashmeres, henriettas, serges, buntings, nun's cloth, bengalines, whip cords, twills, plains or jaquards of similar fabrics, composed wholly or in part of wool, worsted, the hair of the camel, alpaca, goat or like animal, not exceeding in weight six ounces to the square yard, when imported in the grey or unfinished state for the purpose of being dyed or finished in Canada, under regulations prescribed by the Minister of Customs.
Former rate ..... 25 p.c.
Intermediate rate ..... 22½ p.c.

573a. Church vestments of any material.
Former rate ..... 20 p.c.
Intermediate rate ..... 17½ p.c.

581. Velvets, velveteens, silk velvets, plush and silk fabrics.
Former rate ..... 30 p.c.
Intermediate rate ..... 27½ p.c.

582. Ribbons of all kinds and materials.
Former rate ..... 35 p.c.
Intermediate rate ..... 32½ p.c.

583. Manufactures of silk or of which silk is the component part of chief value, n.o.p.
Former rate ..... 37½ p.c.
Intermediate rate ..... 35 p.c.

Ex. 597. Musical instruments of all kinds, n.o.p. (not including pianofortes and organs) phonographs, graphophones, gramophones and finished parts thereof, including cylinders and records therefor.
Former rate ..... 30 p.c.
Intermediate rate ..... 27½ p.c.

598. Brass band instruments; parts of pianofortes and parts of organs and bag pipes.
Former rate ..... 25 p.c.
Intermediate rate ..... 22½ p.c.

624. Bead ornaments, and ornaments of alabaster, spar, amber, terra cotta or composition; fans, dolls and toys of all kinds; statues and statuttes of any material.
Former rate ..... 30 p.c.
Intermediate rate ..... 27½ p.c.

627. Gloves, fine kid.
Former rate ..... 35 p.c.
Intermediate rate ..... 30 p.c.

Abbreviation: *n.o.p.* means "not otherwise provided for" elsewhere in the Canadian Tariff.

The term "*Ex.*" in the case of the number of an item means a part of the item to which the number refers.

More Visits From Canadian Travellers.

The need of more frequent visits by Canadian commercial travellers to the West Indies has been emphasized on many occasions in these reports. Many lines of manufactured goods would make a better showing in the returns if reasonable attention were given to the market. In boots and shoes, harness, carriages, trunks and valises, nails, roofing materials, corsets and in many other items, Canadian manufacturers would find increased business by studying the requirements of and sending travellers regularly through these islands. The sale of package teas, condensed milk, and shelf groceries would be stimulated by appointing agents, advertising the goods, and distributing samples until the article became as well known as the foreign now in demand. With greater energy directed to increase the sale of lines now known, openings for new lines would disclose themselves and Canadian trade would expand.

The painstaking and persistent British Commercial traveller does not neglect this market as does the Canadian. From January to July of the present year, representatives were to be seen pushing English goods. The slight shrinkage last year in the imports from Great Britain as compared with that from other countries was no doubt largely due to the efforts of these salesmen. By no method can Canadians obtain an increased share of the trade except by meeting this competition in the same way.—*Trade and Commerce Report.*

NEW ENGLAND MUTUAL INSURANCE

By Mr. E. P. Heaton

Manager Insurance Dept., C.M.A.

Supporting the Senior Mutuals have been the Junior Group, more widely distributed than the others, and doing Effective Work in the Providing of Cheap Insurance.

IN our last article we dealt exclusively with the Companies forming what is known as the Senior Group, but the general outline then given of the policy and plans equally apply to the Junior Group with which this article more properly concerns itself.

The "Junior Group" is, of course, composed of those Companies of more recent origin and represents a development in the class of insurance covering a wider sphere and territory than is exemplified in the older group. The Companies represented in this group, with their date of organization, and with their amount at risk on December 31st, 1909, are as follows:

	Date of Organization.	Amount at risk.
Industrial	1890	$34,599,618
Keystone	1885	32,090,139
Manton	1894	28,937,206
Mercantile	1884	28,078,014
Protection	1887	22,647,892
Standard	1892	19,163,164
Baltimore	1886	18,741,226
Mill Owners	1895	13,986,336
Narragansett	1895	13,343,495
Patapsco	1895	12,349,029
National	1902	9,428,993
Textile	1902	8,421,961
Maryland	1902	6,707,647
		$248,494,720

In the case of the Senior Mutuals it will be noticed that the Companies are confined to the States of Massachusetts and Rhode Island, with one organized in the State of Pennsylvania.

In the Junior Group the field has widened and Pennsylvania has largely increased representation. Moreover, the States of Maryland, Illinois and Iowa have organized Companies, and thus, as I have already said, a wider territory is exemplified. If this means anything at all, it indicates a growing appreciation of this class of insurance in the chief manufacturing States, and further, the point of view of the State in making laws by which such Companies may be simply and wisely organized and protected.

Why does not Canada appear in this list? It cannot be pretended that the Dominion as a whole, and the Provinces of Quebec and Ontario particularly, are not engaged in manufacturing of sufficient magnitude to entitle them to rank with any of the States in which Mutual Companies have been recognized, organized and successfully operated. Nor can it be pretended that there is in Canada an absence of appreciation of this kind of insurance, for it is well known that the largest and the best risks here covered by many millions of dollars of fire insurance, are associated with similar risks throughout the United States under mutual fire insurance protection.

It is true that neither the Dominion nor Provincial Governments have enacted laws that make for simplicity or convenience in the organization of such Companies, but while not easy, it is quite possible, and our manufacturers should have sufficient *esprit de corps* to bring it to pass. Now that Insurance legislation is more or less permanently settled it should be the definite aim to place a Canadian organization in both the Senior and Junior Groups, and it is to be hoped it will soon be an accomplished fact. But this is a digression *en passant*, and will be considered more fully at a later date.

The chief difference between the Senior and Junior Groups is to be found, of course, in the class of business accepted respectively by them. A high standard of protection is common to both, both utilize the same inspectors and general inspection offices in Boston and Philadelphia, but risks that do not grade up to the full standard of the Senior Group, for one reason or another, may be and frequently are acceptable to the Companies in the Junior Group. In this the Junior Companies are performing most commendable service, but it cannot be expected that the same results will follow the operations of the two groups. The following statement will show the highest, lowest and average amount returned to the policyholders during the year 1909:

	Highest.	Lowest.	Average of All.
Senior	96.00	81.04	94.04
Junior	87.68	75.77	80.89

The attitude of all the Companies, whether of the Senior or Junior Groups, to the members is the same in its fundamentals and is throughout based upon broad and liberal lines, of promptness in all their dealings, and of absolute fair and just treatment. In these respects, as I pointed out in the last article, their policy and attitude is most commendable.

Loss by Sprinkler Leakage.

It must not be overlooked that loss sustained by the accidental discharge of water is a part of the liability assumed under the insurance contract in both groups. Stock fire insurance companies do not include this particular item in their policies and the protection, if desired, has to be especially insured against. In the year 1909 the New England Companies paid losses to the following amounts:

Senior Group	$50,998.16
Junior Group	4,632.28
	$55,630.44

the aggregate of all losses paid was

Senior Group	$379,962.82
Junior Group	144,915.29
	$524,878.11

so that a little more than 10 per cent. of the total was under a risk not assumed by the Stock Companies.

In closing it may be of interest to the members of the

C.M.A. to know that although the Companies are strictly mutual, and that the best protection afforded is found in the guarantee each insured gives to the other, nevertheless the total cash assets are of such an amount as to make a call unlikely if not impossible. The loss-paying strength of the Companies is found in the following summary of the actual cash assets possessed on the 31st December, 1909:

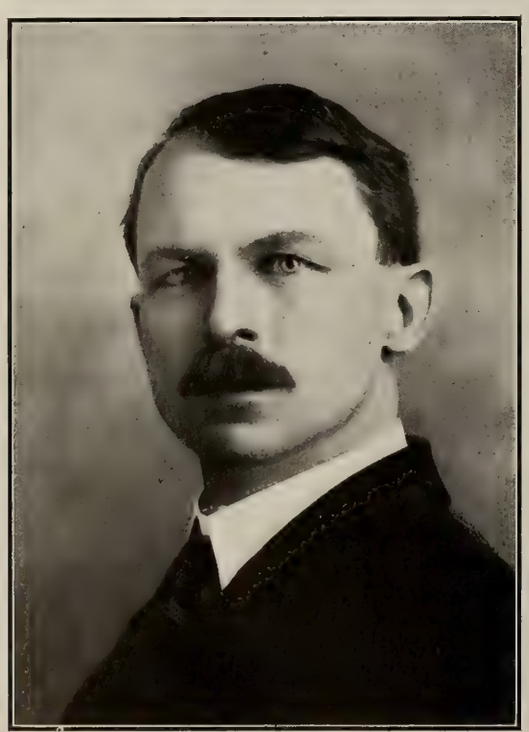
Senior Group	$17,654,308.27
Junior Group	2,289,968.68
	$19,944,276.95

Viewing the record and standing of the New England Companies I am constrained to revert to the question, Why is there no Canadian Company in the group? But having no such interest I am not departing from the traditions and policy of the Association in drawing attention to the excellence of the protection afforded by Companies organized outside the borders of our Dominion.

MEN AND EVENTS

MR. W. S. BUELL, whose photograph is reproduced herewith, has been putting up a vigorous fight on behalf of shippers in the investigation into express matters which has claimed the attention of the Railway Commission for several months.

When the express companies were placed under the jurisdiction of the Board it became necessary to hold an investi-



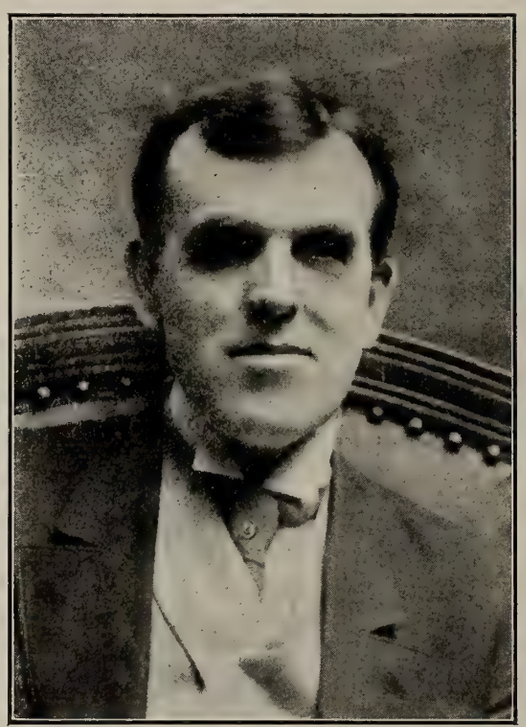
Mr. W. S. Buell

Who prepared the case for the public in the investigation into express matters before the Board of Railway Commissioners.

gation into the conditions surrounding this class of transportation in order that a fair schedule of rates and conditions of carriage might be approved. It is safe to say that the work expanded into a much larger and more troublesome proposition than was anticipated when the Commission entered on its labors.

Towards the elucidation of the case from the shipper's standpoint, Mr. Buell has given great assistance. He was appointed by the Government to watch proceedings on behalf of the public and in this he has been admirably successful. He has shown a keen insight into the problems which arise from this special form of traffic and he has been vigilant in suggesting safeguards wherever they seemed necessary.

In this connection it is only right to say that the chief commissioner has done an enormous amount of work in solv-



Mr. A. Johnston

Recently appointed Deputy Minister of Public Works at Ottawa.

ing the difficult questions which have arisen as the enquiry has progressed. The conditions under which express companies will carry on business in the future will be to a great extent based on the regulations personally drawn up by the Chairman of the Board.

* * *

LIEUT-COL. GARDNER will preside over the deliberations and work of the Montreal Branch of the Canadian Manufacturers Association for the coming year. The members of that city are to be warmly congratulated on the wisdom of their choice. Col. Gardner, who is head of Robt. Gardner & Son, has had a long and successful career as a Canadian manufacturer. He is thoroughly acquainted with the problems which will face the Montreal Executive during the coming year, and with the developments which are taking place in Canada's great ocean port at the present time it is particularly necessary that the branch in that city should be directed by a man of broad experience and ripe judgment.

* * *

MR. ARTHUR HAWKES has an article in the current issue of *Nineteenth Century* on "The Strength of American Enterprise in Canada." The argument is presented in a striking manner and is supported by many concrete examples and its suggestiveness should ensure for it a close reading and consideration by the manufacturers of Great Britain, to whom it is addressed.

The writer refers to the enquiry of a firm of United States implement manufacturers for a site for a warehouse on the

threshold of western Canada. The capacity of the warehouse was to be a thousand carloads of freight—thirty thousand tons of manufactured goods. "There is nothing ominous in this for the British manufacturer," he says, "except so far as it illustrates afresh the inevitable effect of geography on trade and potency of a tariff in a country that was industrially feeble. There is not so much inevitability about the geographical situation as at first sight there seems to be. For the whole trend and intention of Canada's development has been against the natural make-up of this continent, and the advantage of the American in Canada has not depended altogether on his nearness to the Dominion. The American implement maker wants room for a thousand car-loads in a Lake Superior port largely because his enormous home market first assured him an abundant prosperity, because of his early habit of standardizing parts, and because he was quick in making and improving labor-saving devices."

The effect of tariff protection is succinctly stated here.



The "Rapids Prince," Just Before Launching at the John Inglis Cos'. Shipbuilding Plant, Toronto.

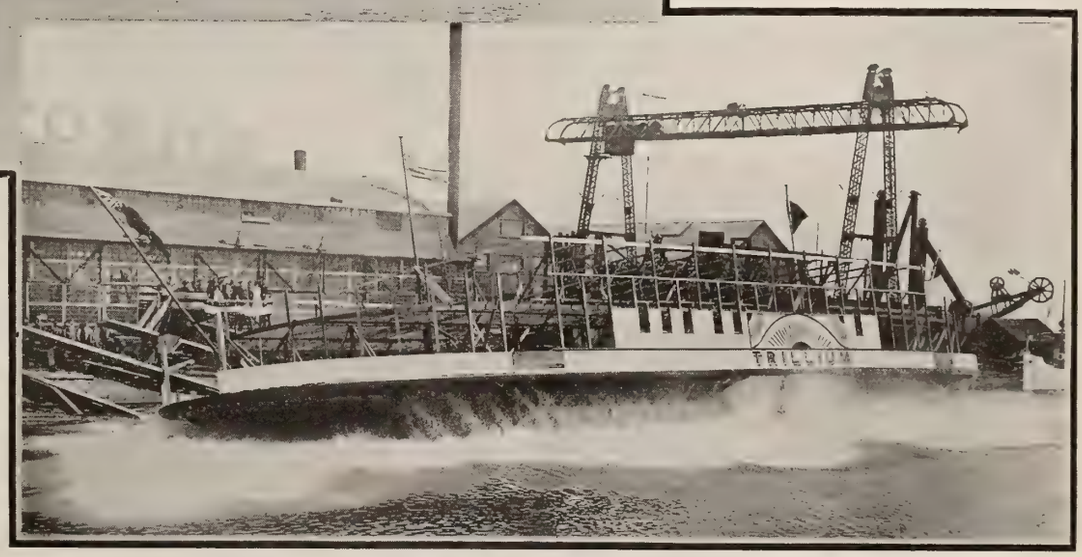
We have seen scores of manufacturers from across the line come to Canada to supply this market by means of Canadian labor and foreign capital. They have established here branches of their industries and they have developed the country by adding to its market. At home they have been enabled, under the protection of their tariff, to attain such strength and such a volume of production that their processes and methods of manufacture are beyond compare.

"The tariff," says Mr. Hawkes, "brought American factories to Canadian soil, and so far provided a market for Canadian farm produce that could not have been sold to factory workers across the line. If something had not been done to stimulate manufactures, Canada would have been chiefly a hewer of wood and a grower of grain for the Old World and the New, and would have received the inferior respect which the farmer and forester are offered. When there is perfect justice in the world Cincinnatus will be the true master of us all. But this will be an imperfect world long after we are all dead."

The great difference between the Britisher and the capitalist of the United States, so far as their relations to this country are concerned, consist in the fact that the former buys Government and railway bonds, yielding a sure but small return, while the latter follows up with his manufacturing industries, goes into the broadening market, and takes advantage of the country's development. The same point was noticed by the Brtish Commissioner who investigated the reasons for Great Britain's failure to get a larger proportion of Canada's business. The United States manufacturer establishes his branch, equips it with the same class of machinery as the parent plant, frequently supplies it with partially manufactured materials, and in every way provides an auxiliary market for his own products.

These are questions which are raised and considered in the article to which attention is called. Mr. Hawkes is not pessimistic towards the British outlook. He believes that a clearer understanding of the value of the market and of the business conditions which prevail will bring about such changes in methods as will once again turn the tide east and west. That is the national aspiration of Canada. It is seen in the consistent effort to have the lines of traffic run from coast to coast.

Altogether we should recommend students of Canadian industrial affairs as well as those who are interested in the trend of our political life, to examine carefully the case presented by Mr. Hawkes.



The Launch of the "Trillium," Polson Iron Works, Toronto

THE newly elected vice-chairman is Mr. J. H. Sherrard, of the Alaska Feather and Down Co. Mr. Sherrard needs no introduction to the members of the Association. For years he has been a member of the Montreal Executive, and of the executive of the General Association, and has attended the meetings of the two bodies with commendable regularity. He is keen in his advocacy of what is in the interests of his fellow manufacturers and he is always ready to strain a point in order to keep business within the country. Mr. Sherrard is strong in his faith in the "Made in Canada" principle. He will be a strong support to the new Chairman.

* * *

TWO boats were launched during the past month from the yards of Toronto ship-builders; the *Rapids Prince*, under construction by the John Inglis Company; and the *Trillium* by the Polson Iron Works, Ltd.

The *Rapids Prince* is a new passenger steamer for the Richelieu and Ontario Navigation Co. The boat was designed by the engineers of the navigation company. It draws six feet of water; length, 205 feet; beam breadth, 43 feet 6 inches; depth of hull, 9 feet 6 inches. The boat is licensed to carry twelve hundred passengers. It is a sister ship to the *Rapids King* and the *Rapids Queen*, owned by the same navigation company.

Blind



From the *World*, Toronto.

The *Rapids Prince* carries twin screw triple expansion engines with cylinders 12½ inches, 20 inches, and two 22 inches diameter, by 16 inches stroke. Steam is supplied by one Scotch boiler, 14 feet 8 inches in diameter, 12 feet long, with the Howden system of forced draught and a working pressure of 170 pounds. There are six feed pumps and a vertical jet condenser.

There are a number of water-tight compartments, and also the steel hull is sheeted on the bottom with four inches of oak to protect it in going through the rapids. The boat is equipped with steam and hand steering apparatus. It is lighted with electric light supplied by a Westinghouse direct connected 22 kilowatt generator of 250 volts. The main deck is of steel and above this are three wooden decks. There will be fifty-six state rooms, all of which have outside windows. The salon between the state rooms will be finished in white pine panels. On the main deck will be an entrance hall with stair-case to salon above, while the dining hall will be located directly at the top of the stairs. Both the hall and dining room will be finished in red oak.

Le Fusil de L'Oncle Sam



Baptiste: "Attention! Sam, tu vais te faire mal, avec ce joujou-la." From *La Presse*, Montreal.

Below the main deck are the crew's quarters, waiters' rooms, and a completely equipped pantry and kitchen. The pilot house is on the top deck, together with the officers' rooms, a large observation room and the usual lunch counters, etc. The staterooms are fitted with hot and cold running water throughout.

The vessel was christened by Mrs. Rodolphe Forget, wife of the president of the Richelieu and Ontario Navigation Company. It will be completed about July 15th, when the trial trip will be made, after which the boat will be used between Prescott and Montreal on the St. Lawrence River.

* * *

THE *Trillium* was built for the Toronto Ferry Co., and has been added to their already large fleet. Its length is 150 feet; depth, moulded, 8 feet 4 inches; and speed ten miles an hour. The vessel is designed upon the same general lines as the *Bluebell*, with certain alterations and improvements.

The machinery consists of one set of inclined compound paddle wheel engines with cylinders 17 and 34 inches in diameter by 46 inches stroke; good for a working pressure of 160 lbs. The boiler is of the Scotch marine type, 10 feet 6 inches in diameter by 11 feet long.

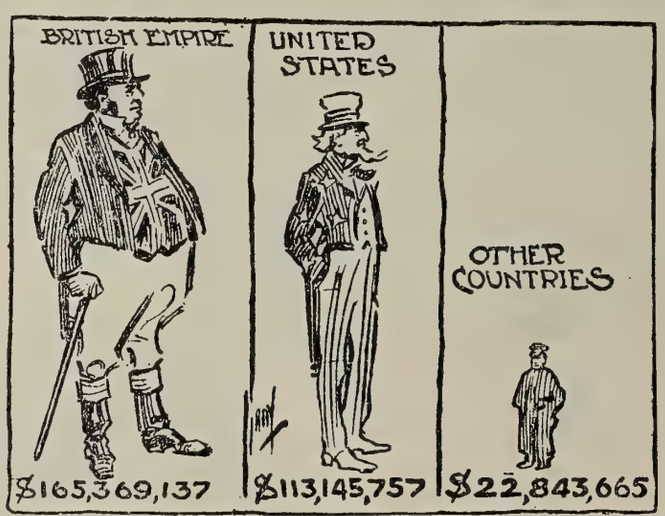


Diagram showing our exports to the Empire, the United States, and to all other countries. From the *Star*, Toronto.

The boat has an electric light plant consisting of Sturtevant turbine generating set, capable of handling 550 c.p. lamps, as well as masthead and running lights. It has two sets of steam steering engines, one in each end.

The contract price of the vessel was about $75,000.

* * *

European engineers are very appreciative of the value of cement grouting for repairing defective masonry, lining wells, and for making tunnel roofs water-tight. In Germany a well polluted by infiltrations was put into satisfactory condition by lowering into it a sheet-iron drum, filling the space between the drum and the walls of the well with Portland cement, and withdrawing the drum after the cement had set. The damaged masonry of a tunnel was repaired by injecting liquid cement under pressure. Air at a pressure of 78 pounds per square inch sufficed to force the cement into place.

CHANGES IN FREIGHT RATES DURING JUNE

List of Freight Schedules Filed with the Board of Railway Commissioners During month of June, 1910.

(The first column shows the old and new numbers of the rate as it appears on the files of the Railway Commission; the second column gives the Railway number. C.L. stands for carload lots; L.C.L. less than carload lots.)

C.R.C.	R.R. No.	Effective.	Description.
Grand Trunk Railway.			
E. 2010 Cancels E. 1987	C.N. 66 Cancels C.N. 63	June 1, '10	Mattress and cot frames, sides and ends, c.l., Orillia and Toronto to Winnipeg, 45c. per 100 lbs.
Sup. 2 E. 1470	Sup. 2 C.N. 34	June 28, '10	Binder twine, Brantford, Toronto, Montreal, etc., to points in U. S.
Sup. 6 E. 1527	Sup. 6 C.P. 39	May 30, '10	Woodpulp, c.l., from Campbellford to various points in Ontario.
Sup. 3 E. 1980	Sup. 3 I. 94	May 26, '10	Class and commodities, European points to points in Canadian Northwest.
Sup. 70 E. 1210	Sup. 70 C.F. 83	June 15, '10	Lumber and forest products, c.l., C. P. stations to Montreal for export.
Sup. 2 E. 1880	Sup. 2 C.P. 53	July 22, '10	Paper, c.l., Ottawa and Windsor Mills to points in U. S.
E. 2037 Cancels E. 1919	C.F. 184 Cancels C.F. 168	July 24, '10	Pulpwood, c.l., stations in Canada to points in U. S.
E. 2032 Cancels E. 1710	Civ. 1231	June 20, '10	Refrigerator cars for fruit to Montreal (export).
E. 2041 Cancels E. 2022	I. 101 Cancels I. 96	July 1, '10	Class and commodity, European ports to Canadian Northwest.
Sup. 21 E. 517	Sup. 21 C.F. 2	June 28, '10	Tan bark, c.l., between stations in Canada.
E. 2050 Cancels E. 1365	C.B. 11 Cancels C.B. 8	July 1, '10	Butter, cheese and eggs to cold storage points in Ontario for storage, branding or inspection and reshipment.
Sup. 13 E. 1314	Sup. 13 C.P. 27	July 31, '10	Woodpulp and sulphite pulp, c.l., Ottawa and Hawkesbury to U. S. points.
E. 2048 Cancels E. 606	C.A. 88 Cancels C.A. 6	July 1, '10	Acetate of lime, wood alcohol and charcoal, c.l., between stations in Canada.
E. 2029 Cancels E. 1637	I. 97 Cancels I. 72	July 1, '10	Class and commodity, European ports to stations in Northwest, via Boston, Montreal or New York, all rail.
E. 2031 Cancels E. 1527	C.P. 58 Cancels C.P. 39	June 21, '10	Woodpulp and sulphite pulp, c.l., between stations in Canada.
E. 2024 Cancels 10 tariffs	C.F. 183	July 13, '10	Pulpwood, c.l., stations in Canada to points in U. S.
E. 2027 Cancels E. 2016	C.D. 54 Cancels C.D. 53	Aug. 5, '10	Fire brick and clay, c.l., Massena Springs to Pembroke, Ont., $1.65 per net ton.
E. 2022 Cancels E. 1636	I. 96 Cancels I. 71	July 1, '10	Class and commodity, European ports to points in Canadian Northwest.
Sup. 34 E. 225	Sup. 34 G.A.A. 3	June 16, '10	Pig iron, c.l., Montreal to Renfrew, $1.70 per gross ton.
Sup. 28 E. 1240	Sup. 28 E. 12	June 21, '10	Carbide of calcium, c.l., Merritton to Montreal, export, 14c. 100 lbs.
E. 2034	V. 15	Aug. 1, '10	Classes, Toronto to Rochester, N.Y., via Cobourg.
Canadian Pacific Railway.			
E. 1794 Cancels E. 1765	E. 1384 Cancels E. 1353	June 30, '10	Woodpulp, c.l., Sault Ste. Marie, Ont., to points in U. S.
E. 1792	E. 1382	May 30, '10	Radiators (iron or steel), c.l., Montreal, Toronto, etc., to Vancouver, Victoria, Nanaimo and Westminster, B.C., 80c. per 100 lbs.
Sup. 23 E. 470	Sup. 23 E. 218	May 30, '10	Live stock, c.l., Toronto and Montreal to points intermediate.
Sup. 3 E. 1582	Sup. 3 E. 1169	June 27, '10	Commodities, ex U. S. to points in Maritime Provinces.
Sup. 22 E. 1588	Sup. 22 E. 1175	May 23, '10	Commodities between various points in Canada.
E. 1761 Cancels E. 1438	E. 1349 Cancels E. 1022	July 1, '10	Class and commodity from European ports to points in Canadian Northwest.
Sup. 24 E. 1588	Sup. 24 E. 1175	June 6, '10	Commodities between various points.
E. 1818	E. 1408	June 15, '10	Lumber and forest products, c.l., C. P. stations to Montreal for export.
Sup. 2 E. 1704	Sup. 2 E. 1291	June 20, '10	Import rates on pig iron, c.l., Montreal to points in Canada.
Sup. 26 E. 1588	Sup. 26 E. 1175	June 18, '10	Commodities between points in Canada.
E. 1802	E. 1392	July 14, '10	Classes, C. P. stations in Maine to Montreal and stations south thereof.
E. 1803	E. 1393	July 14, '10	Classes, Montreal and stations east and south thereof to stations in Maine.
Sup. 10 E. 1577	Sup. 10 E. 1163	June 25, '10	Ores between C. P. stations and to and from connecting lines.
E. 1823	E. 1413	July 15, '10	Paper commodities, c.l., from various stations to points in Maritime Provinces.
E. 1824	E. 1414	June 27, '10	Montreal, Atwater and Toronto to Winnipeg, malt, c.l., 40c. per 100 lbs.

C.R.C.	R.R. No.	Effective.	Description.
Canadian Pacific Railway.			
Sup. 27 E. 1588	Sup. 27 E. 1175	June 27, '10	Commodities between various points in Canada.
Michigan Central R.R.			
1607 Cancels 1534, 1408	8403 Cancels 8220, 7900	July 1, '10	Commodities, M. C. stations in U. S. to points in Canada.
W. 236 Cancels W. 213	202 Cancels 1612	July 1, '10	Class and commodity, G. T. western stations to points in Canada.
Western Trunk Line.			
Sup. 20 191	Sup. 20 21	July 1, '10	Lumber, c.l., stations in Iowa, Mich., etc., to points in Canada.
Sup. 5 A. 44	Sup. 5 51	July 1, '10	Classes, St. Paul, Minneapolis, Duluth, etc., to points in Canada.
Sup. 9 E. 1691	Sup. 9 C.U. 39	July 4, '10	Commodities between Buffalo, Black Rock and Suspension Bridge and stations in Canada.
Sup. 12 E. 1206	Sup. 12 C.F. 82	July 4, '10	Telegraph and telephone poles, c.l., stations in Canada to points in U. S.
E. 2011 Cancels E. 1737	C.F. 181 Cancels C.F. 129	July 4, '10	Pulpwood, c.l., G. T. stations to points in U. S.
E. 2013 Cancels C.A. 14, 114 & 111	C.F. 182 Cancels C.A.R. U.S. 301, 539 & 540	July 4, '10	Lumber and forest products, c.l., Ottawa Div. stations to points in U. S.
E. 2015	C.N 50	July 5, '10	Coal tar, c.l., Toronto, Boston and East Boston, 15c. per 100 lbs.
E. 2016	C.D. 53	July 5, '10	Fire brick and fire clay, c.l., Massena Springs to Pembroke, $1.65 per gross ton.
Toronto, Hamilton and Buffalo Railway.			
651 Cancels 195	G.F.D. 207 Cancels 85	July 15, '10	Paper commodities, from Hamilton, Dundas and Brantford to points in Ontario.
Detroit, Toledo and Ironton Railway.			
D. 42 Cancels 25	D. 343 Cancels 54	Aug. 1, '10	Class rates, D., T. & I. stations to points in Canada.
D. 40 Cancels D. 32	D. 336 Cancels D. 298	July 16, '10	Commodities, D., T. & I. Ry. points to stations in Canada.
Canadian Northern Quebec.			
Sup. 2 344	Sup. 2 202	July 15, '10	News printing paper, c.l., C. N. Q. stations to points in U. S.
New York Central and Hudson River R.R.			
1697 Cancels 1416	A. 16543 Cancels A. 14205	July 23, '10	Automobiles, Syracuse to Ottawa, c.l., and l.c.l.
1696	A. 16868	July 23, '10	Fire brick, c.l., points in Pennsylvania to Delta, Ont., $4.80 per net ton.
Quebec Central R.R.			
256	388	June 28, '10	Dry woodpulp, c.l., East Angus to Toronto, 19c. per 100 lbs.; to Hamilton, 20½c. per 100 lbs.
Transcontinental Freight Bureau.			
Sup. 5 268	Sup. 5 5 F.	July 30, '10	Class and commodity, points in Eastern Canada to North Pacific Coast terminals.
Lehigh Valley R.R.			
779 Cancels 753		July 18, '10	Iron and steel, Allentown and Bethlehem, Pa., to Montreal and Nicolet, P.Q.
Lake Shore and Michigan Southern Railway.			
202 Cancels 189		Aug. 1, '10	Class rates, L. S. & M. S. stations to points in Canada.
Grand Rapids and Indiana Railway.			
95 Cancels 13 and 65	1748 Cancels 704 and 1248	Aug. 1, '10	Class rates, G. R & I. stations to points in Canada.
Chicago, Indiana and Southern R.R.			
118 Cancels 1	983 Cancels 651	Aug. 1, '10	Class rates, C., I. & S. stations to points in Canada.
Pere Marquette R.R.			
1196	3041	Aug. 1, '10	P. M. stations in Canada to points on G. T. western lines.
Toledo and Ohio Central Railway.			
77		Aug. 1, '10	Class rates, T. & O. C. stations to points in Canada.
80		Aug. 1, '10	Class rates, T. & O. C. stations to points in Canada.
Zanesville and Western Railway.			
42 Cancels 36		Aug. 1, '10	Class rates, Z. & W. stations to points in Canada.
43 Cancels 37		Aug. 1, '10	Class rates, Z. & W. stations to points on Wabash R.R. in Canada.
44		Aug. 1, '10	Class rates, Z. & W. stations to points on P. M. R.R. in Canada.
Seaboard Air Line Railway.			
57		Aug. 1, '10	Class and commodity from Richmond and Manchester, Va., to points in Canada.
Chicago, Indiana and Southern R.R.			
120 Cancels 113		Aug. 1, '10	Class rates, C., I. & S. R.R. stations to points on the G. T. Ry. in Canada.
121 Cancels 112		Aug. 1, '10	Class rates, C., I. & S. R.R. stations to points on M. C., N., St. C. & T. and T., H. & B. stations in Canada.
Bessemer and Lake Erie R.R.			
81		July 25, '10	Iron and steel, B. & L. E. stations to points in Canada.
Illinois Central R.R.			
155 Cancels 144	1898 B. Cancels 1898 A.	July 30, '10	Class and commodity, Southern States points to stations in Canada.

TRADE ENQUIRIES

NOTE.—For further information regarding any enquiry mentioned under this heading or the names of enqueries, apply by numbers to the Secretary, at Toronto.

812 **Agricultural Implements, Evaporated Fruit.**—A firm of export forwarding agents in Liverpool, England, have enquiries for agricultural implements in South Africa and evaporated fruits in Sweden. Will welcome correspondence from Canadian firms interested.

813 **Athletic Goods, Canadian Manufactures.**—A firm of wholesale dealers in athletic goods and other manufactures will welcome correspondence from Canadian firms who make such athletic goods as could be sold in India. Are also prepared to ship Indian goods to Canada.

814 **Asbestos.**—An Austrian firm would be pleased to get in touch with firms who could quote them on asbestos for manufacturing of slates. Quantities of about 150 carloads.

815 **Ash Handles, Broom Handles, etc.**—An enquiry has been received from an export forwarding house in New York for the above goods for foreign business.

816 **Birch Squares.**—A Manchester firm wish to correspond with Canadian manufacturers of birch squares, sizes 1 in. x 1 in up to 3 in. x 3 in., in lengths of 2 to 4 feet.

817 **Boots and Shoes.**—An energetic English-speaking broker wishes to represent a good firm of Canadian boot and shoe makers in Cuba. References will be furnished.

818 **Cardboard Boxes and Labels.**—A firm in Newfoundland would like to handle on commission cardboard boxes and labels.

819 **Cast-iron Car Wheels, Electrical Goods, etc.**—A Newfoundland company usually purchasing their goods in England and the United States desires Canadian exporters to quote them prices on the following goods: cast-iron car wheels, electrical goods, including wire, fixtures, motors, transformers, lamps, etc.; track spikes, boiler plates, boiler rivets and nuts, channel and angle iron, gasoline and kerosene oil engines; pick, sledge, hammer, shovel handles; brass valves, babbit metal and solder.

820 **Cattle Feeds.**—A Newfoundland firm are prepared to sell cattle feeds on commission.

821 **Cement.**—A Dutch firm want an agency for Canadian cement.

822 **Cheap Paper Bags, Cardboard Cartons.**—A firm of prominent forwarding agents in London, England, desire to get in touch with Canadian exporters of the above goods for South African trade. Cartons are for cereals.

823 **Condensed Milk.**—A Swiss firm manufacturing full cream unsweetened condensed milk wish to enter the Canadian market.

824 **Cornice Pole Rings.**—A Manchester firm ask for prices of cornice pole rings from Canadian manufacturers.

825 **Dried and Evaporated Apples.**—A Rotterdam firm would be pleased to get in touch with Canadian shippers of dried fruit, especially sun-dried and evaporated apples.

826 **Egg Cases.**—A South African dealer in all kinds of dairy supplies desires to be placed in touch with Canadian shippers of egg cases, including the partitions, etc. Quotations must be f.o.b. steamer Montreal and St. John and export discounts, shipping weights, gross weights, and ocean freight rates must be given.

827 **Essences, Confectioners' Supplies.**—A Newfoundland firm would like to hear from Canadian exporters of essences, confectioners' supplies.

828 **Essential Oils.**—A Newfoundland firm are in a position to handle essential oils.

829 **Fish Casks, Barrels, etc.**—An enquiry has been received from Caracas, Venezuela, for manufacturers of the above goods who can supply the enquirer, who has just obtained a concession from the Venezuelan Government.

830 **Flour, Manures, Rough Chemicals.**—A prominent firm of forwarding agents in London, England, desire to get in touch with Canadian exporters of the above goods for the South African market.

831 **Flour and Oats.**—A large Newfoundland firm are prepared to receive quotations on flour and oats.

832 **Flour.**—A Newfoundland firm would like to hear from flour exporters.

833 **Flour.**—A Rotterdam firm will be pleased to get in touch with Canadian exporters of flour.

834 **Gasoline.**—A company in Newfoundland wish to purchase gasoline. (Duty at present, 6 cents per gallon.)

835 **Gasoline Motor-boats.**—A Newfoundland merchant is prepared to represent manufacturers of gasoline motor-boats.

836 **Glass-makers' Chemicals.**—A large firm manufacturing plumbers' supplies are anxious to get in touch with Canadian manufacturers of glass-makers' chemicals, such as red lead, borax, oxide of tin, feldspar, etc.

837 **Glucose, Corn Starch, Potato Starch.**—A Newfoundland firm wish to get in touch with Canadian exporters of glucose, corn starch, and potato starch.

838 **Groceries and Provisions.**—A large firm in Newfoundland are open to receive quotations for groceries and provisions.

839 **Hardware, Paints, Oils, Builders' Supplies, Furniture, etc., etc.**—A commission agent in Trinidad, B.W.I., just commencing business, desires to hear from Canadian manufacturers who will be prepared to ship him a consignment. Canadian references.

840 **Hickory Broom Handles.**—A Manchester firm asks for prices of hickory broom handles from Canadian manufacturers.

841 **Hog Products, Butter, Oils and Fat, Flour and Canned Goods.**—A Glasgow company would be pleased to hear from Canadian shippers who seek export trade in hog products, (hams, bacon, lard, hog hair, etc.), butter, oils and fats (both edible and non-edible), flour and canned goods.

842 **Laundry Soaps.**—A firm in St. Vincent, British West Indies, are desirous of hearing from Canadian manufacturers and exporters of laundry soap.

843 **Laundry Soap.**—A firm of grocers in Barbadoes would like to hear from Canadian manufacturers of laundry soap.

844 **Leather.**—A firm in Newfoundland are open to import grained leather.

845 **Leather.**—An Austrian firm of leather importers wish to get into communication with Canadian tanners. They are also interested in raw materials and food products generally.

846 **Maple Floor Blocks.**—One of the largest purchasers of hardwood flooring in London, England, is prepared to buy on a large scale maple blocks. Sample may be seen at head office.

847 **Maple Skewers.**—A London firm importing butchers' supplies invite samples and quotations from Canadian manufacturers of maple skewers.

848 **Mineral Products, Asbestos, Cobalt Ore, Wood Pulp, etc.**—A firm of import and export agents in London, England, desire to get in touch with shippers of crude asbestos, Cobalt ore suitable for glass factories, flaked graphite, wood pulp, etc.

849 **Oak Hubs.**—A Lancashire firm asks for prices and dimensions of oak hubs from Canadian manufacturers.

850 **Paper, News Print.**—Particulars of an enquiry for news print paper from a prominent firm in London, England, may be had at this office.

851 **Patent Wrench.**—An inventor in New York City desires to hear from parties interested in the purchase of the Canadian patents for combined bicyclists' and machinists' wrench.

852 **Pick and Spade Handles.**—A Manchester firm ask for prices of pick and spade handles from Canadian manufacturers.

853 **Provisions and Condensed Milk.**—A firm of forwarding agents in Liverpool, England, have enquiries for the above goods for British India and the West Indies.

854 **Rolled Oats.**—This Amsterdam firm will be pleased to get into touch with Canadian exporters of rolled oats.

855 **Rolled Oats.**—A Rotterdam firm will be pleased to get into touch with Canadian exporters of rolled oats.

856 **Round Peas and Split Peas.**—A Newfoundland firm enquires for exporters of round peas and split peas.

857 **Sun-dried and Evaporated Apples.**—A Rotterdam firm would be pleased to get in touch with Canadian exporters of sun-dried and evaporated apples.

858 **Twine, Nets and Oilcloths.**—A Newfoundland merchant is prepared to represent manufacturers of twine, nets and oilcloths.

859 **Western Representative.**—A commercial traveller with some experience in the West is anxious to hear from Eastern firms desiring representation in the West. Further information on request.

862 **Wood Pulp.**—An Italian firm desire to import wood pulp from Canada. At present they import largely from Germany and Norway, but they wish to hear from Canadian exporters.

863 **Wrapping Paper, Fibre Brown.**—A prominent firm of export forwarding agents in London, England, E.C., wish to establish connections with reliable manufacturers of the above paper for order in Australia. Excellent connections.

SPECIAL ENQUIRY.

Analytical Chemist.—Experienced industrial chemist, trained in Vienna, Austria, and with American experience in one of the largest pork-packing houses on this Continent, is anxious to get in touch with a large firm who might offer him employment. Well up in oils, greases, tallows, fertilizers, etc. Now in Kansas City, Kan.

SPECIAL ENQUIRY.

Western Canada Representative.—Commercial Traveller, with considerable experience in West, desires to hear from Eastern firms seeking Western representative.

AMONG THE INDUSTRIES

Fremlin & Co., Vancouver, will erect a warehouse.

Taylor, Scott & Co. will build a warehouse in Toronto.

A Y. M. C. A. building is under consideration in North Bay, Ont.

Stann-Shouldis, Ltd., Ottawa, will erect a large bread factory in that city.

It is reported that the Port Colborne cement plant will be largely increased in capacity.

The Page-Hersey Company will build an office building in connection with their Welland plant.

The Paterson Automobile Co. are reported to be about to establish a branch in Windsor, Ont.

The town of St. Marys will inaugurate a publicity campaign for the increase of its manufacturers.

The Western Canada Wholesale Grocery, Fernie, B.C., are erecting an addition to their warehouse.

The Consolidated Plate Glass Co., Toronto, will build a large five storey factory on their new site on Spadina Ave.

It is reported that the Murray-Kay Company will build a large and fine store to house their amalgamated businesses.

The Mason & Risch Piano Co., Toronto, will build a six-storey reinforced concrete building on Yonge Street in that city.

The Wm. Gray & Sons Carriage Co., of Chatham, are leasing premises where they will manufacture automobile tops.

J. D. McArthur, whose mill near Atikokan, Ont., was destroyed by fire recently, with a loss of $50,000, will rebuild at once.

A ten storey building will be erected in Edmonton this summer, by R. T. Dabney, Portland, Ore. The price paid for the site was $106,000.

North Vancouver, B.C., has agreed to bonus the Imperial Car and Shipbuilding Co., and it is expected that the company will go ahead with the establishment of shipyards.

L. B. Royce, of Fort William, Wis., has been in Victoria, B.C., looking into the feasibility of erecting a branch carriage and wagon factory there.

The Miller Company, Limited, of London, brass manufacturers, who will employ from 75 to 100 men, have finally organized, and the work of manufacturing will commence within a couple of weeks. The company will manufacture plumbers' supplies, brasswork, woodwork, etc., and will employ nearly a hundred skilled mechanics. At the present time applications from 100 mechanics are in the hands of the manager and a majority of them will be employed.

An addition will be built to the General Hospital in Owen Sound.

A new collegiate institute will be erected in Niagara Falls, Ont.

The subject of a municipal abattoir is being discussed in Ottawa.

The Monitor Harrow Co. will establish a branch in Bridgeburg, Ont.

Work has commenced on the Bell Telephone Co.'s new building in Stratford.

Woodstock ratepayers will vote on a proposition to raise $85,000 for a city hall.

The Corbett Foundry and Machine Co., of Owen Sound, will erect a new foundry this summer.

Symes and Company, Fort William, Ont., have let the contract for their warehouse in that city.

The Walker Shirt & Pant Co., of Walkerville, Ont., are negotiating with Chatham for the transfer of their business to that town.

The Watt Manufacturing Co., of Ridgetown, have purchased a site in London and will build a factory and transfer their business there.

The Canada Foundry Co. have purchased the plant of the Canadian Shipbuilding Co. at Bridgeburg, Ont. It will be turned into a structural steel plant.

Brigdens, Limited, operating the Toronto Engraving Co., and The Graphic Press, will build a large building for their own use on Richmond Street West, Toronto.

A proposal is under consideration for the establishment of a shop in St. Thomas to manufacture the Durbin Automatic Coupler Safety Car coupler. J. W. Hendrick, of Fort Scott, Kansas, and R. R. Powers, of Sarnia, Ont., are interested.

QUEBEC.

The Dominion Express Co. will erect an office building in Montreal.

The Nicolet Falls Pulp and Lumber Co., Danville, Que., suffered a loss by fire during the past month.

The Parker Foundry Co. are reported to be about to erect a large shop at St. Lambert, Que.

The Dominion Tobacco Co. are erecting a new office and factory building in Montreal.

Plans have been completed by Vickers, Son & Maxim, of England, for a two-and-a-half-million-dollar shipbuilding and ship-repairing plant at Montreal. The plans include a floating drydock, three large berths for the repairing and building of steel ships, machine shops, and plant capable of doing the heaviest construction and repair work covering fifty acres. Application has been made to the Government for a dock subsidy, and this will undoubtedly be granted at the rate of three and a half per cent. for twenty-five years on two and a half millions. The preliminary plans on file at Ottawa indicate that the intention of the firm is to make a serious bid for the construction of warships which Canada will soon give contracts for.

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Write for Catalogue and Prices

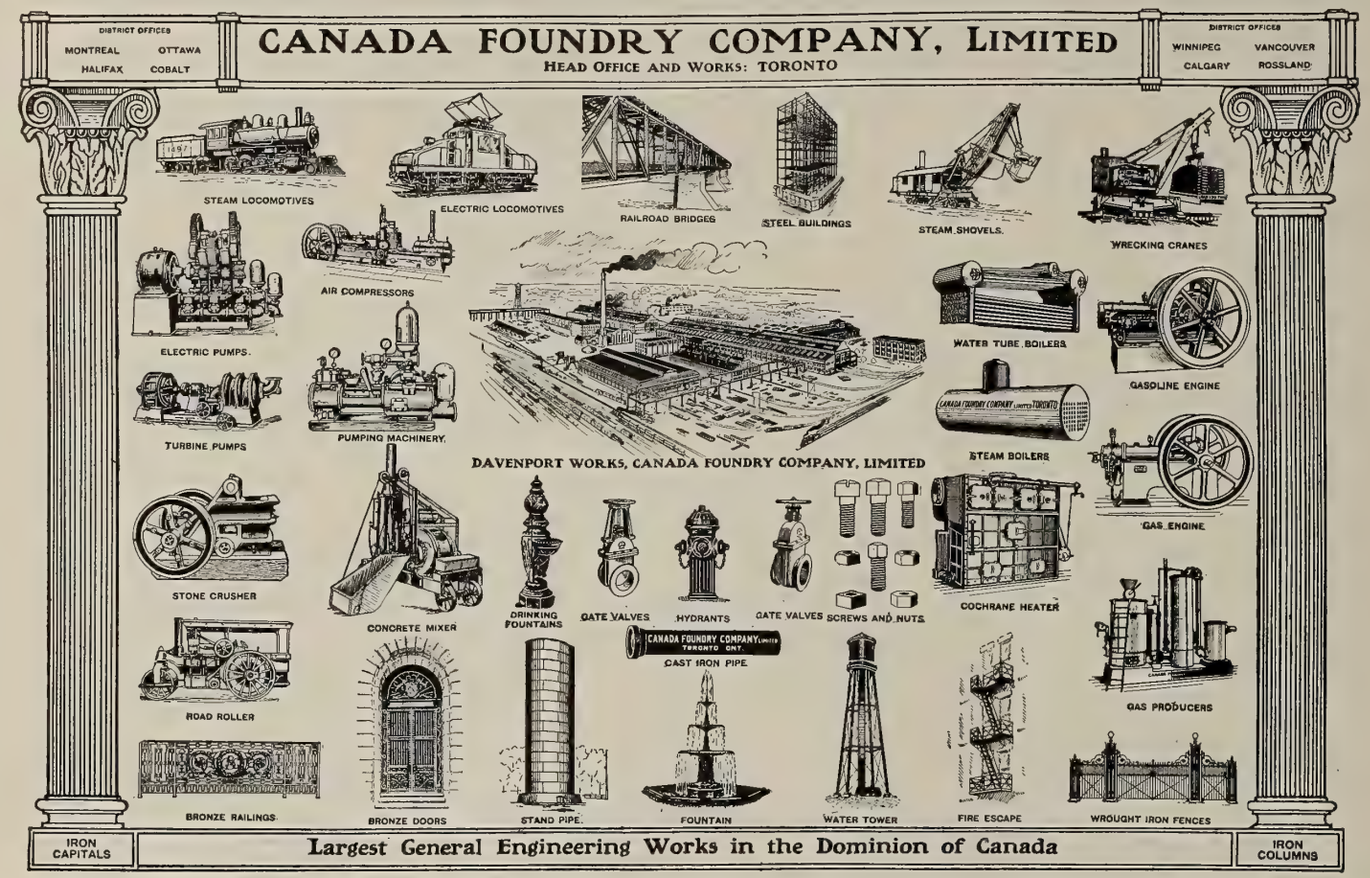
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DISTRICT OFFICES: WINNIPEG, VANCOUVER, CALGARY, ROSSLAND



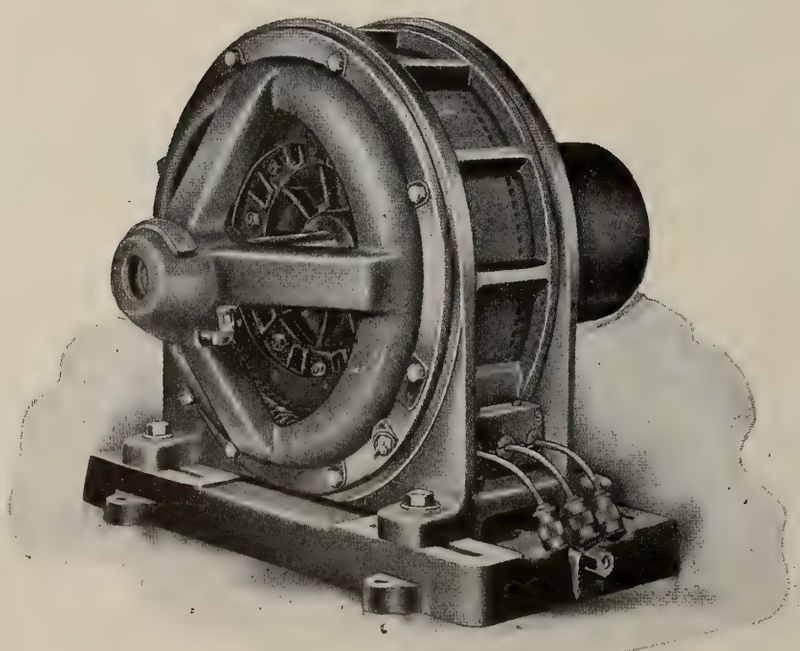
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CANADIAN GENERAL ELECTRIC CO., Limited

Head Office, TORONTO

MONTREAL HALIFAX OTTAWA WINNIPEG CALGARY VANCOUVER ROSSLAND

THE WEST.

The Cockshutt Plow Co. are building a warehouse in Brandon, Man.

The Urban Mutual Fire Insurance Co. will build an office building in Portage la Prairie.

The National Paper Mills, of Vancouver, will build a mill in the vicinity of that city.

The Petrie Manufacturing Co. will build a warehouse in Winnipeg at a cost of $22,000.

NEW WAREHOUSE FOR THE FAIRBANKS-MORSE CANADIAN MFG. CO., LTD., TORONTO, ONT.

THERE has just been completed on Bloor Street West, Toronto, for the use of The Fairbanks-Morse Canadian Manufacturing Company, Limited, a modern warehouse for taking care of the rapidly increasing business this firm is handling. The business of this company has grown so fast that a separate warehouse was found absolutely necessary for storing the goods so that orders might be promptly filled from stock.

Five years ago The Fairbanks-Morse Canadian Manufacturing Co., Ltd., was established to manufacture the lines made in the United States by Fairbanks-Morse & Co., of Chicago. This consisted mainly of industrial Gas Engines and Gasoline Engines for Farm Power, but later on a large field for Marine Engines developed in Canada and this line was taken up also.

Other lines, as Steam, Gasoline and Power Pumps, Hand and Motor Railroad Cars, Hangers, Bearings, Railroad Standpipes, Nissen Stamps, etc., are now manufactured. Approximately 300 men are employed. Further enlargements in the near future are contemplated, which will increase the output of the machine shop 75 per cent. and double the foundry capacity. In addition, a brass foundry is being installed.

These extensions are being added to accommodate the manufacture of Gas Tractors, for all the various kinds of fuel, which business offers a very promising future.

Description of Warehouse.

The building in question is 80 feet wide by 135 feet long, and it consists of four storeys and a basement, and has been especially designed for handling all classes of machinery that this company build, and, therefore, there are several features in connection with same which are somewhat out of the ordinary.

The building is built in what is known as "slow-burning" or "mill construction." The walls are built of brick and cement mortar, with heavy timber posts and timber and steel beams, with floors 6 inches thick; the ground floor being designed to carry a load of 250 lbs. to the square foot, and the other floors 150 lbs. per square foot. The basement has a concrete floor finished over waterproofing material. The upper floors are finished with hardwood.

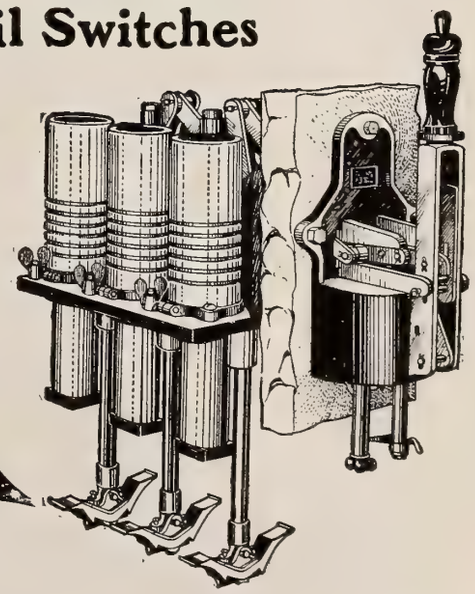
At the east side there is a shipping platform about 70 feet long and 12 feet wide, which is covered with a canopy, and this platform is elevated above the level of the ground to the height of an express wagon; and from this platform local shipments of less than carload lots of the lighter goods will be despatched. On the west side of the building there is a

CONDIT Circuit Breakers and Oil Switches

meet the demand for a safe device to control potentials up to any voltage required. They are made in both the automatic and non-automatic types, the former being so arranged that it cannot be held closed when an overload or a short circuit exists on the line.

On request, we send Free Booklet No. 211 containing the full particulars.

THE accompanying illustration of Type D, Automatic A. C. Oil Circuit Breaker, to control potentials not exceeding 15,000 volts, shows our well-known laminated, brush contacts which allow ample contact surface and permit a wider opening, thereby ensuring a more reliable rupture.



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Corner Notre Dame and Guy Streets
TORONTO
60 Front Street West
WINNIPEG
599 Henry Avenue
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CALGARY REGINA

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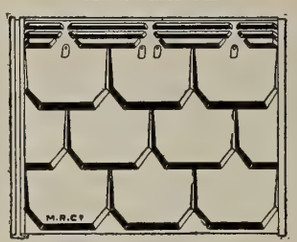


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P.S.—We also lead in Foundry Equipment and Supplies

car dock long enough to take in two standard railway freight cars, the track being depressed so that the car floors are level with the ground floor of the warehouse. On the same side of the building as the car dock, on the opposite end, is a wagon dock, approximately 21 feet deep by 14 feet wide, with a 10-foot door opening from same on to Bloor Street.

Over the railway dock and wagon dock referred to is located a crane runway with a ten-ton electric travelling crane, Niles make, which is capable of lifting material off the ground floor of the warehouse and placing it on flat cars or on to the floor of heavy express wagons. This crane can also be used for loading materials which have to be shipped by rail on to flat cars. Adjoining the railway car dock is an industrial railway dock, arranged so that material may be brought over from the works, where it is fabricated, on a narrow gauge railway and brought into the warehouse, the industrial railway trucks being arranged so as to be level with the ground floor of the warehouse.

There is also located at the south end of the building an electric-driven elevator of 6,000 lbs. capacity for taking material up and down between the upper floors and the shipping floor of the warehouse. This elevator is enclosed in brick walls, with skylight overhead, and operates between the basement and top floor; and adjoining the elevator shaft is a staircase, which is also enclosed in brick walls, in accordance with the requirements of the underwriters, and which would form in case of fire a safe escape for anyone who might happen to be on the upper floors of the building at the time.

The front portion of the ground floor of the building has been reserved for the general offices of the works, and has been laid out with a fireproof vault adjoining same, together with lavatories, private and general offices. The interior of the office is finished in chestnut stains, dark brown finish, and the walls, for a height of about seven feet, are panelled in this material, above which is plaster on the walls and over the ceilings, which surfaces are tinted in soft tones.

Adjoining the building on the east side is a small one-storey building known as the "clock-room," in which are located the time-clocks for the works, and all employees are obliged to pass through this room and punch the clock on entering and leaving the works. The floor of the "clock-room" is within six feet of the general grade of the ground around the building, and it is therefore a simple matter for workmen arriving on bicycles to wheel same through the room, pass the clocks and out the door at the opposite end which leads to the works. The office of the timekeeper is located on the ground floor of the warehouse, in the office portion, and a small bay window has been provided overlooking the "clock-room," from where the timekeeper can observe what is going on in this room.

This warehouse has been designed with a view to future extension to the south, and, when extended, the stair-tower, over which is located at an elevation of 20 feet above the roof a 25,000 gallon underwriters' sprinkler tank, will be in the centre of the building. The building is equipped with Standard Automatic Sprinkler, together with fire-hose at each floor and at roof for fighting small fires.

The floors of the upper storeys of the warehouse have been built with a crown in the centre of the building, and slope towards the walls, through which there are located on each side, in every alternate bay, cast-iron scuppers with openings about four inches square and covered with cast-iron hinged caps on the outside so as to allow any water which gets on the floor from the sprinklers to escape outside the building, where no damage may be caused, such as might happen if the water had to find its way down from floor to floor and encounter merchandise on the way, which would be more or less spoiled.



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NORTHERN NAVIGATION COMPANY
LIMITED

MANAGER'S OFFICE, SARNIA, CANADA.

The Canadian Manufacturers Association,
Toronto, Ont.

April 6, 1910.

GENTLEMEN,—

"Made in Canada" is our motto.

The Northern Navigation Company is a thoroughly Canadian Company; all the directors are Canadians; all the steamers are Canadian-built. The last to go into commission, costing over half a million dollars, was built in this country despite the fact that a British Shipbuilding Co., in order to secure the contract, offered extremely liberal terms, viz., payment not to be made until the steamer had been in commission twelve months and then in five yearly installments, interest to be paid at 5%. Our directors decided that as our money was made in Canada from Canadians, that not only should the steamer be built here but that everything possible should be purchased from Canadian firms. This was done and the result is the S.S. "HAMONIC," the "finest, fastest and largest" steamer on the Upper Lakes.

Does this not entitle us to encouragement from Canadian business men? Such encouragement can be best shown by your patronizing our lines when travelling, and routing your freight via the Grand Trunk Railway and Northern Navigation Co.

We quote exactly the same rates as any other rail and lake line to the Canadian North-West and can hand your shipments to any railway operating from the head of the Great Lakes, which you may stipulate.

Will you, as Canadians, thus encourage this strictly Canadian company?

Yours very truly, H. H. GILDERSLEEVE, *Manager.*

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TRADE MARK ON EVERY BED

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Artistically Constructed

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COCKSHUTT COMPANY EXPANDS.

A big development has been decided upon by the Cockshutt Plow Co., of Brantford, which will result in doubling the capacity of their present works. An expenditure of between three and four hundred thousand dollars is immediately provided for, the buildings to be erected this year being:

Warehouse—Six-storey building, 150 feet by 60 feet.

Experimental Department—Four-storey building 65 feet by 64 feet.

Machine Shop and Erecting Room—Three-storey building, 106 feet by 60 feet.

Casting Storage and Paint Shop—Three-storey building, 105 feet by 60 feet.

Pattern Storage—Three-storey building, 50 feet by 40 feet.

Foundry—215 feet by 70 feet.

Engine Gang Structural Shop—192 feet by 50 feet.

Blacksmith Shop—154 feet by 70 feet.

Iron Storage Building—128 feet by 100 feet.

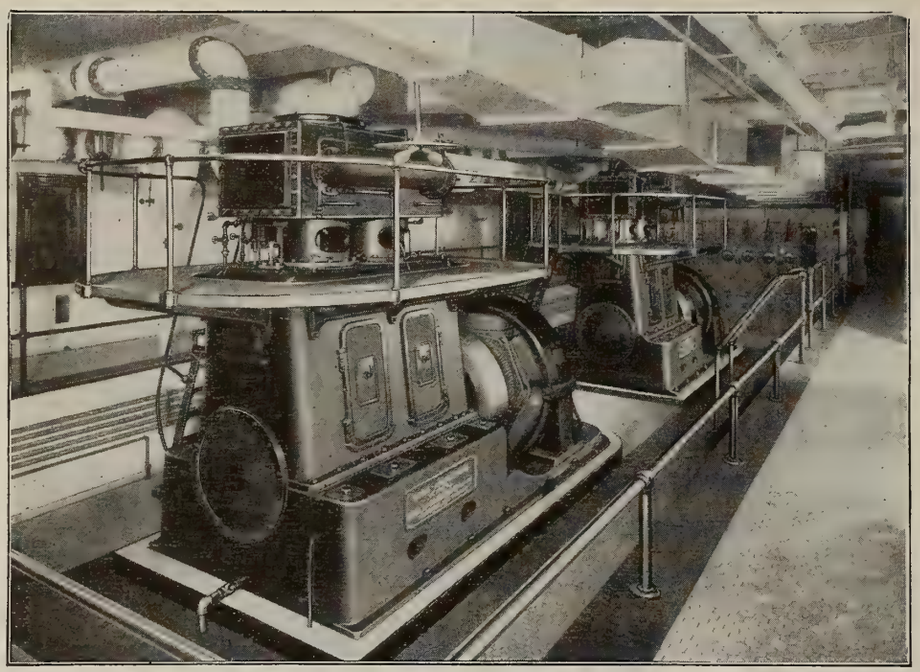
Shear Shop—100 feet by 32 feet.

Transformer Station—14 feet by 12 feet.

Cupola House—52 feet by 32 feet.

Besides the above new warehouses will be erected at Brandon, Saskatoon, Calgary, and a large addition will be made to the warehouse at Regina.

Mr. Harry Cockshutt states that the immense expansion of business in the Canadian West, as well as in foreign countries, has made it impossible for his company to meet the demands with their present facilities. At present 650 men are employed. It is expected that this number will be increased to 1,200 when the new buildings are completed.



Has Cost Nothing .... For Repairs ....

A CUSTOMER SAYS :

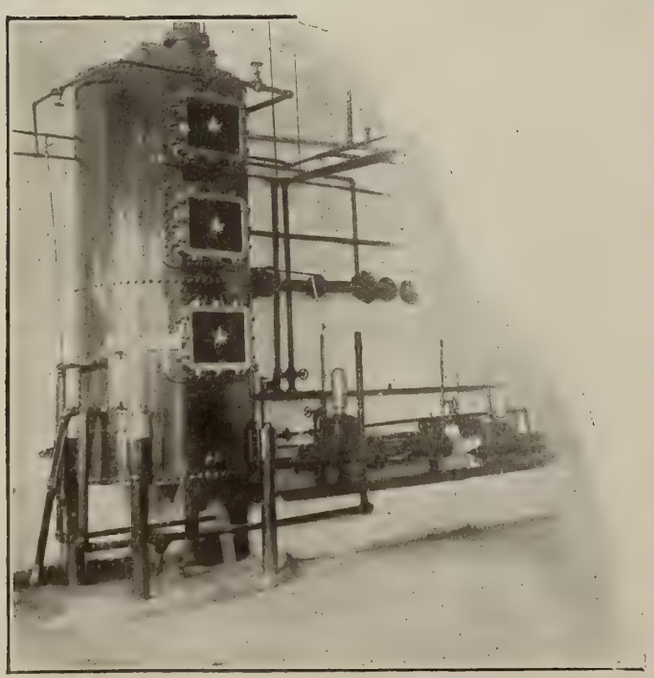
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609 Grain Exchange Bldg., CALGARY; J. F. Porter, Manager

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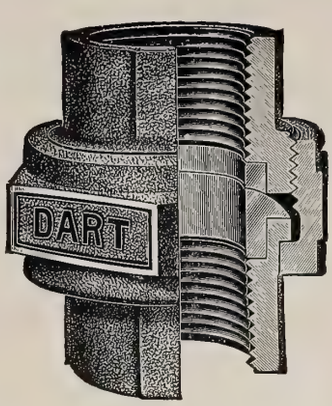
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BY
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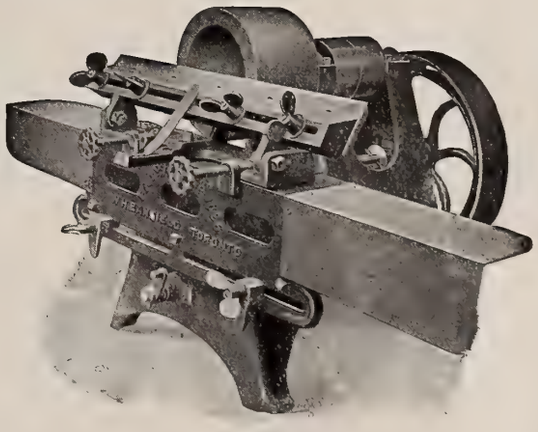
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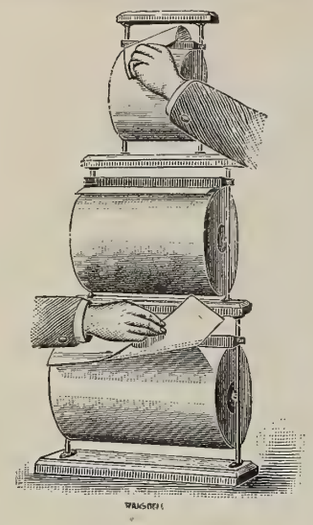
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ARE YOU A TANNER? Want something heavy, tough, non-absorbent? We make it.

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Wrapping Paper is our specialty. Let us know your wants and we will do the rest.

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The bracing of the Carriage is important, and we would ask you to kindly note our Lathes in this respect

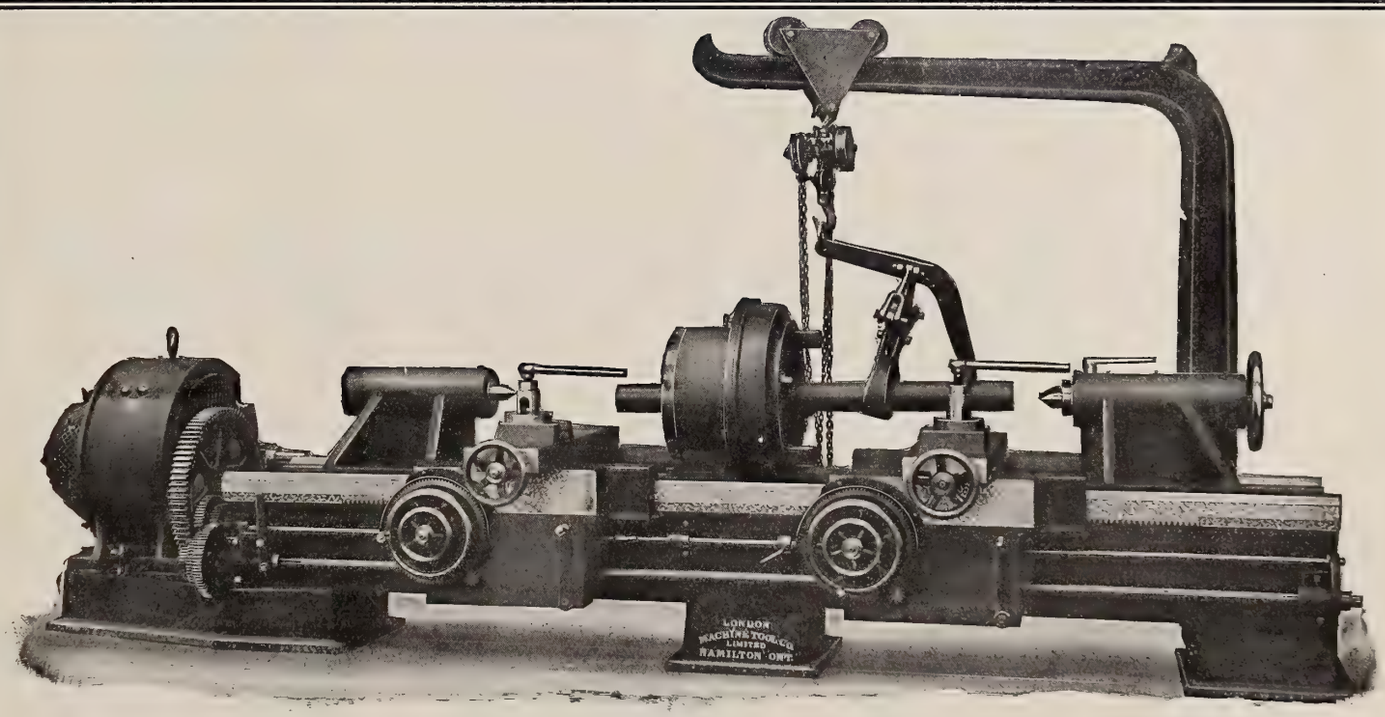
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ELECTRICAL wires and cables for all purposes—paper and rubber insulated lead covered cables; rubber covered wire; weather-proof wire; flexible lamp cord; bare copper wire, etc.

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Toronto Bolt and Forging Co., Limited		Gananoque Bolt Co., Limited	Gananoque
Bolt and Nut Works	Swansea	Brantford Screw Co., Limited	Brantford
Rolling Mills Department	Sunnyside	Belleville Iron & Horse Shoe Co., Limited	Belleville
Drop Forging and Carriage Hardware Department	Gananoque		

THE PRODUCTS OF THESE FACTORIES COMPRISE THE FOLLOWING LINES :

BOLTS—Carriage, Machine, Track, Stove, Tire
NUTS—Hot Pressed, Square and Hexagon
Clips, Couplings and Drop Forgings
Bow Sockets, Rails and Braces
RIVETS—Boiler, Bridge and Carriage
SPIKES—Ship, Track and Drift
Wood Screws, Wire, Bright and Annealed
Horse Shoes, Bar Iron and Steel

On behalf of the Amalgamated Companies, we desire to express our appreciation of your liberal patronage in the past, and trust the new organization, with their improved facilities and increased output, may merit a continuance of your esteemed favors.

Please address all communications to the Head Office, Toronto, Ontario.

Canada Bolt and Nut Co., Limited

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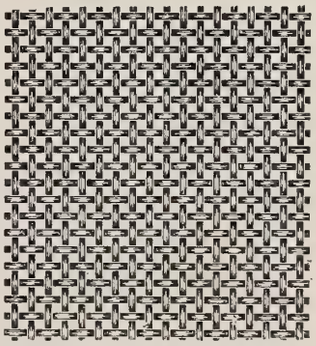
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Manufacturers of

Double Crimped Wire Cloth and Wire Screening

for all purposes of Steel, Iron, Brass, Copper, Bronze, Galvanized and Tinned Wire, etc.

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.

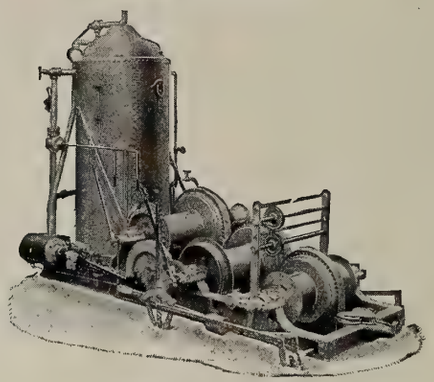
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CANADIAN HART WHEELS

CUT FASTER
LAST LONGER

Than any other wheels on the market

Tell us the service you want performed and we will supply you with an abraser that will save you time, money and worry.

Send for one of our catalogues and tell us your troubles. We do the rest.

CANADIAN HART WHEELS, LIMITED
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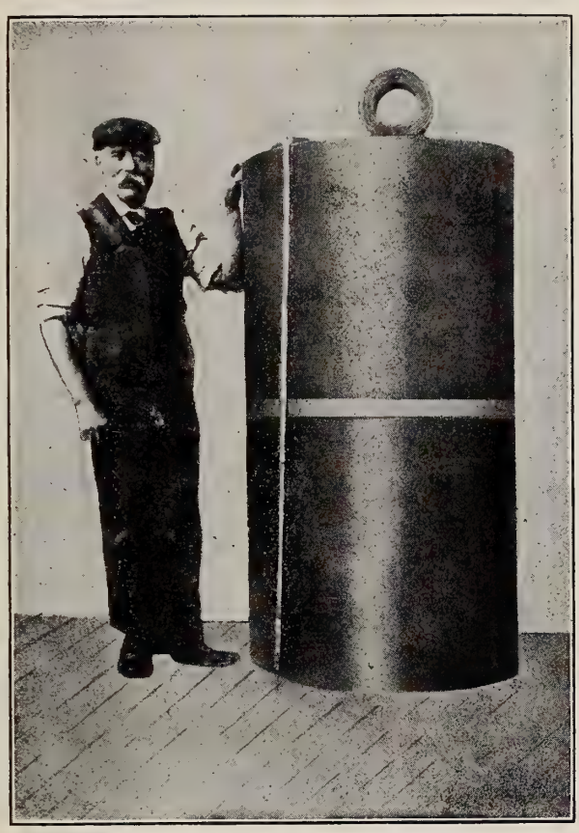
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TWINES
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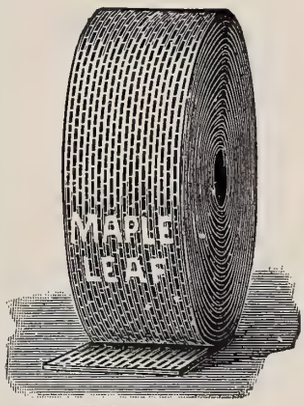
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***The* Strongest, Truest Running *and* Most Economical Drive Belt on *the* Market is**



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Maple Leaf
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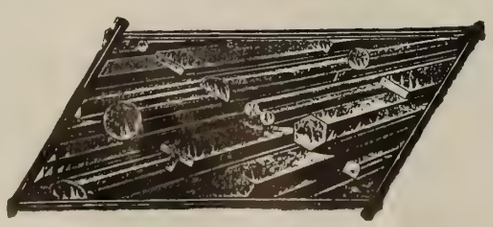
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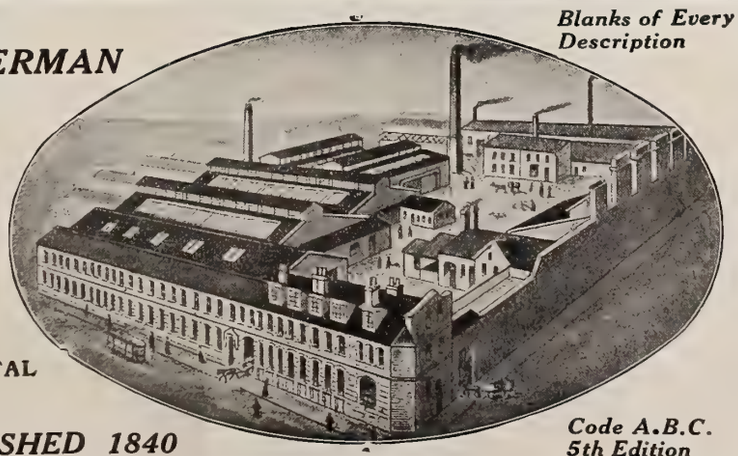
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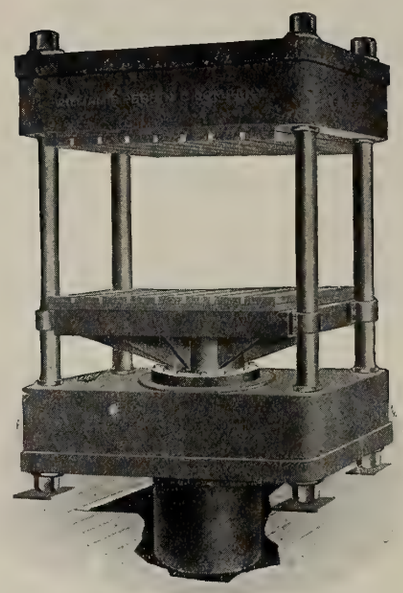
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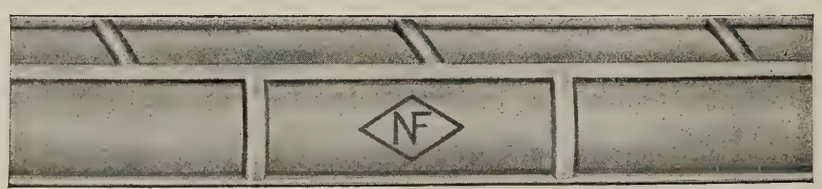
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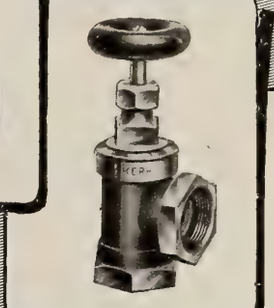
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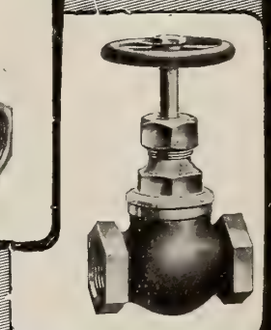
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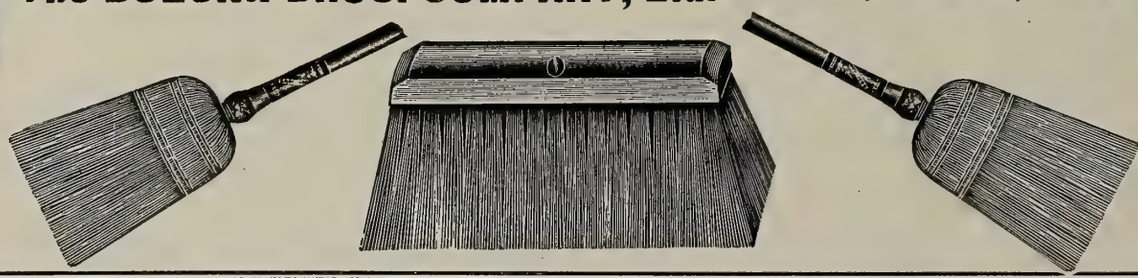
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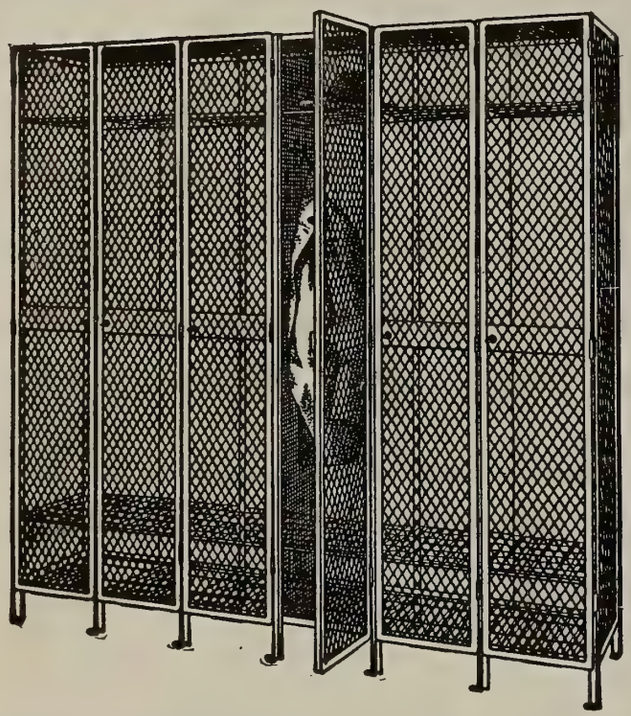
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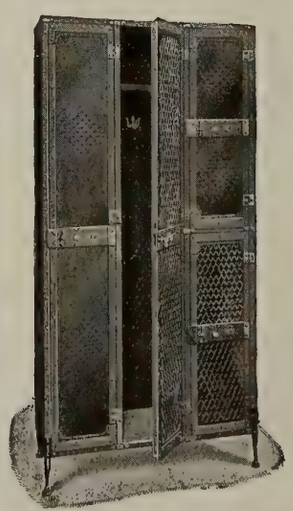
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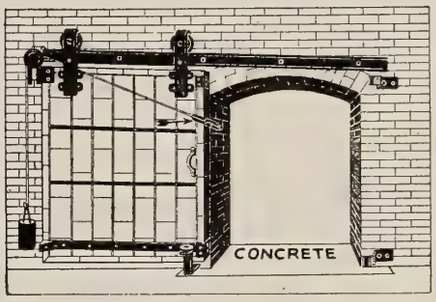
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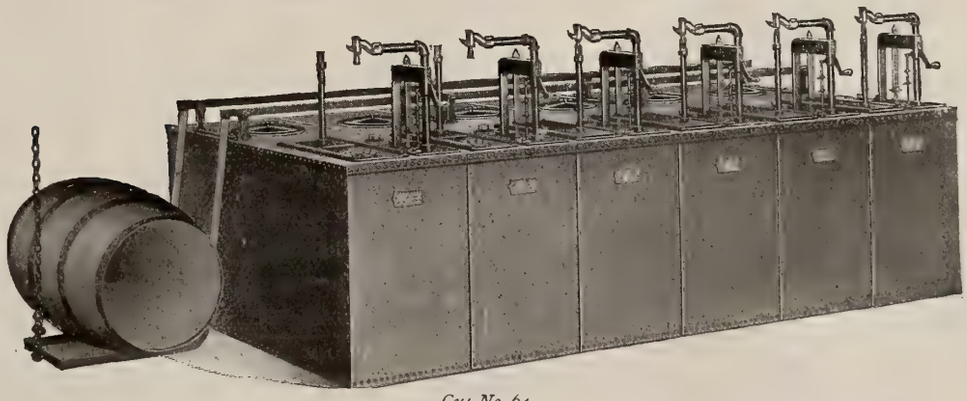
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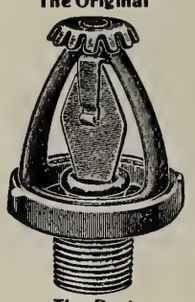
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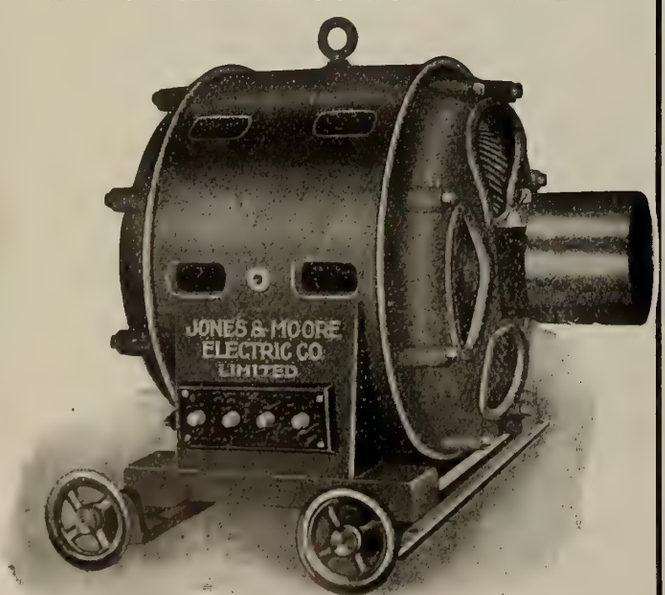


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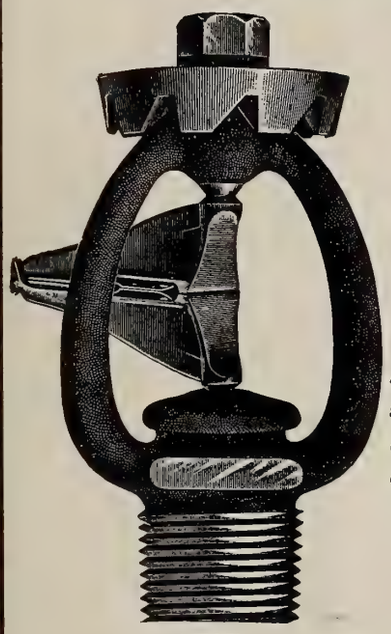
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